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# 1982

# Census of Wholesale Trade

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WC82-A-30

GEOGRAPHIC AREA SERIES

# New Hampshire



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The publications  
from the 1982 Economic and  
Agriculture Censuses are dedicated  
to the memory of Shirley Kallek,  
Associate Director for Economic Fields.  
During her career at the Bureau of the  
Census (1955 to 1983), she continually  
directed efforts to improve  
the timeliness and accuracy of  
economic statistics.

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# 1982 Census of Wholesale Trade

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GEOGRAPHIC AREA SERIES

## New Hampshire

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Issued October 1984



**U.S. Department of Commerce**  
**Malcolm Baldrige**, Secretary  
**Clarence J. Brown**, Deputy Secretary  
**Sidney Jones**, Under Secretary for  
Economic Affairs

**BUREAU OF THE CENSUS**  
**John G. Keane**,  
Director

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**John H. Berry, Assistant Director for  
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**BUSINESS DIVISION**  
**Howard N. Hamilton, Chief**

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This report was prepared in the Business Division under the general direction of **Gerald F. Cranford**, Chief (until December 1983), and **Howard N. Hamilton**, his successor. **Bobby E. Russell**, Assistant Division Chief for Census Programs, was responsible for the overall planning and management of the census of wholesale trade; he also coordinated activities with other divisions.

Planning and implementing this report were under the direction of **John R. Trimble**, Chief, Wholesale Census Branch, with primary staff assistance by **Dennis L. Shoemaker**, **John L. Vignali**, **Steven L. Barron**, and **Stacey Lynne Peckins**. **Alvin H. Barten**, Chief, Cross Industries Branch, with primary staff assistance by **Edward D. Walker**, coordinated activities, specifications, and procedures with the other economic censuses. Computer programs were developed under the general supervision of **Howard R. Dennis**, Assistant Division Chief for Data Processing. **William C. Wester**, Chief, Census Programming Branch, assisted by **Steven G. McCraith**, **Judith A. McKay**, **William E. Jagg**, and **Robert J. Hemmig**, was primarily responsible for planning and implementing the programs. The computer programs were developed by **Leonard S. Sammarco**, **Jane M. Jaworski**, **Ann Chen Liau**, **Janice S. Farquhar**, **Donald K. Salzman**, and **Christina Arledge**. **Emory G. Fuller** and **Pearl E. Young** were responsible for scheduling and control of computer processing. Quality control and sample design were under the direction of **Nash J. Monsour**, Assistant Division Chief for Research and Methodology, with primary staff assistance by **Joseph K. Garrett**, **Carl A. Konschnik**, and **Michael Z. Shimberg**. **Dorothy J. Reynolds**, Assistant Division Chief for Current Programs, provided valuable assistance in coordinating the current survey interface.

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# INTRODUCTION

## ECONOMIC CENSUSES OVER TIME

The early beginnings of America's industrial output were first measured in the United States in the 1810 Decennial Census and again in 1820, when questions on manufacturing were included with those for population. Beginning with the 1840 Decennial Census, there were enumerations of manufactures and mineral industries at 10-year intervals up to and including the year 1900 for manufactures and 1940 for mineral industries. The latter census was again taken for 1954, 1958, 1963, and 1967.

Because of the increasing dominance of manufacturing in the early 20th century, Congress directed that quinquennial censuses of manufactures be taken beginning in 1905. However, from 1919 through 1939, these censuses were conducted every 2 years. The need for war-related current surveys in the early 1940's postponed the next census of manufactures until 1948 (for 1947). That census was again taken for 1954, 1958, 1963, and 1967.

Retail and wholesale trade data were first collected in 1930, and in 1933 information on selected service industries was added to the data-collection operation. These business censuses, as they were called, were again taken for 1935, 1939 (as part of the 1940 decennial program), 1948, 1954, 1958, 1963, and 1967.

Information on construction industries was first obtained in 1930 and again for 1935 and 1939. Data for the full spectrum of construction industries were not gathered again until 1968 (for 1967).

The need for transportation data to supplement information available from existing governmental or private sources was recognized by Congress in the late 1950's and early 1960's. The census of transportation (consisting of several surveys) was first taken for 1963 and again for 1967.

Since 1967, all of the above censuses have been taken quinquennially as part of the Census Bureau's economic census program. (For the 1977 censuses, the coverage of the service industries was broadened from "selected services" to all services, except religious organizations and private households. A total of 41 additional four-digit standard industrial classifications<sup>1</sup> (SIC's) in 7 SIC major groups was added to the scope of the census. While most of the industries included for the first time for 1977 were covered again for 1982, some were not, i.e., hospitals; elementary and secondary schools; colleges, universities, and professional schools; junior colleges and technical institutes; labor unions and similar labor organizations; and political organizations.)

The first manufacturing census for an outlying area was conducted in Puerto Rico for the year 1909. Thereafter,

with the exception of 1929, a census was taken at 10-year intervals through 1949. The first censuses of retail trade, wholesale trade, and selected service industries in Puerto Rico were conducted in 1939. These censuses also were taken for the years 1949, 1954, 1958, 1963, and 1967. A census of construction industries was first introduced in Puerto Rico for 1967. These censuses of Puerto Rico have been taken since then for the years 1972, 1977, and 1982.

Censuses of manufactures, retail trade, wholesale trade, and selected service industries were conducted in Guam and the Virgin Islands of the United States for 1958, 1963, 1967, 1972, 1977, and 1982. Censuses of mineral industries were taken in the Virgin Islands of the United States for the years 1958, 1963, and 1967 but not since that time. A census of construction industries was also undertaken in these areas for 1972, 1977, and 1982.

Retail trade, wholesale trade, selected service industries, manufacturing, and construction industries were canvassed for the first time in the Northern Mariana Islands in 1983 (for 1982).

For 1982, the economic censuses and agriculture censuses were conducted concurrently.

## USES OF THE ECONOMIC CENSUSES

The economic censuses are the major source of facts about the structure and functioning of the Nation's economy and provide essential information for government, business, industry, and the general public. They provide an important part of the framework for such composite measures as the gross national product, input-output measures, indexes of industrial production, and indexes measuring productivity and price levels. Information from the censuses is used to establish sampling frames and as benchmarks for current surveys of business activity, which are essential for measuring short-term economic conditions.

State and local governments use census data to assess business activities within their jurisdictions. The private sector uses the data to forecast general economic conditions; analyze sales performance; lay out sales territories; allocate funds for advertising; decide on locations for new plants, warehouses, or stores; and measure potential markets in terms of size, geographic areas, kinds of business, and kinds of products made or sold.

Following every census, thousands of businesses and other users purchase reports. Likewise, census facts are widely disseminated by trade associations, business journals, and newspapers. Volumes containing census statistics are available in most major public and college libraries. All 1982 data are available on microfiche from the U.S. Government Printing Office and most data on computer tape from the Census Bureau. Finally, the more than 50 State Data Centers also are suppliers of economic census statistics.

<sup>1</sup>Standard Industrial Classification Manual: 1972. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Stock No. 041-001-00066-6. 1977 Supplement. Stock No. 003-005-00176-0.

## AUTHORITY AND SCOPE OF THE ECONOMIC CENSUSES

The economic censuses are required by law under title 13 of the United States Code, sections 131, 191, and 224, which directs that they be taken at 5-year intervals for the years ending in 2 and 7. The 1982 Economic Censuses covered manufacturing, mining, construction industries, retail trade, wholesale trade, service industries, and selected transportation activities. Special programs also cover minority-owned and women-owned businesses. The next economic censuses are scheduled to be taken in 1988 for the year 1987.

## CENSUS OF WHOLESALE TRADE

The 1982 Census of Wholesale Trade, part of the 1982 Economic Censuses, covered wholesale trade as defined in the Standard Industrial Classification (SIC) Manual.<sup>1</sup> It included all establishments with one or more paid employees primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional users; or to other wholesalers. Companies selling products to which they have title, as well as those acting as agents or brokers in buying merchandise for or selling merchandise to others, are included. The census excluded governmental organizations classified in the covered industries except for wholesale liquor establishments operated by State and local governments. The basic tabulations in this report do not include data for establishments which are "auxiliary" (primary function is providing a service, such as warehouses) to wholesale establishments within the same organization. Data for auxiliaries are presented for selected industrial classifications in tables included in the United States Summary report issued as part of this series. Data for auxiliaries are presented for more detailed industry breakdowns in a subsequent report issued as part of the 1982 Enterprise Statistics reports.

Wholesale firms without employees were excluded from the census. In the census of retail trade, the sales of firms with no paid employees are derived from administrative records of other Federal agencies rather than from a direct canvass. These sources proved impractical for wholesale firms without paid employees. In the census of wholesale trade, the sales value is the gross volume of business conducted. Firms which operate wholly or partly on a commission basis must provide both the gross volume of business conducted and commission receipts on census forms. Agents and brokers do not report to other Federal agencies the gross selling value of goods. Moreover, administrative records make no distinction between commission receipts and sales receipts by wholesalers.

Appendix A gives a more detailed explanation of census coverage and methodology.

<sup>1</sup>Standard Industrial Classification Manual: 1972. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Stock No. 041-001-00066-6. 1977 Supplement. Stock No. 003-005-00176-0.

## CENSUS DISCLOSURE RULES

In accordance with Federal law governing census reports, no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure, so this information may be released even though other information is withheld.

## GEOGRAPHIC AREAS COVERED

This report series presents data for the following areas:

1. The United States as a whole.
2. Each State and the District of Columbia.
3. Each standard consolidated statistical area (SCSA) defined by the Office of Management and Budget as of January 1, 1982, meeting the criteria published in the 1975 Standard Metropolitan Statistical Areas manual or Federal Register, January 3, 1980, Vol. 45, No. 2.<sup>2 3</sup> An SCSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous standard metropolitan statistical areas which have a population of at least 1,000,000<sup>4</sup> and which meet specific criteria of urban character and of social and economic integration.
4. Each standard metropolitan statistical area (SMSA) defined by the Office of Management and Budget as of January 1, 1982, meeting the criteria published in the 1975 Standard Metropolitan Statistical Areas manual or Federal Register, January 3, 1980, Vol. 45, No. 2.<sup>2 3</sup> An SMSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants.<sup>4</sup> Each SMSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. The area within the State outside standard metropolitan statistical areas.

<sup>2</sup>Standard Metropolitan Statistical Areas, Revised Edition 1975 (for SMSA's prior to January 3, 1980). For sale by Superintendent of Documents, U.S. Government Printing Office, Washington D.C. 20402 and Federal Register (for SMSA's since January 3, 1980), Vol. 45, No. 2, pages 956-963. Available from Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

<sup>3</sup>On June 30, 1983, the Office of Management and Budget announced newly defined metropolitan statistical areas (MSA's), consolidated metropolitan statistical areas (CMSA's), and primary metropolitan statistical areas (PMSA's) into which previously defined SMSA's and SCSA's were restructured. The 1982 Economic Censuses publications do not present data for the newly defined areas. These areas were defined after 1982 publication plans were almost complete. Inclusion of the newly defined areas would have materially delayed the publication of the 1982 Economic Censuses reports. However, limited 1977 data for the new areas will be published in the 1984 edition of the **State and Metropolitan Area Data Book**, and limited 1982 data will be published in the 1985 edition.

<sup>4</sup>According to 1980 Census of Population.

6. Each county or county equivalent.<sup>5 6</sup>
7. Each municipality of 2,500 inhabitants or more incorporated as a city, borough, village, or town.<sup>4 5</sup>  
For the economic censuses, boroughs and census areas in Alaska, boroughs in New York, and towns in New York and Wisconsin are not included in this category.
8. Special economic urban areas (SEUA's) which include townships in New Jersey and Pennsylvania and towns in New England with 10,000 inhabitants or more.<sup>4</sup>

## DOLLAR VALUES

All dollar values presented in this report are expressed in current dollars, i.e., 1982 data are expressed in 1982 dollars and 1977 data in 1977 dollars. Consequently, when making comparisons to prior years, users of the data should consider the inflation that has occurred.

## RELIABILITY OF DATA

All data compiled in this report originated from either census questionnaires or administrative records of other Federal agencies and, therefore, are not subject to sampling errors. However, the data are subject to non-sampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

Limited information is obtained from the administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for small employers and other establishments for which responses were not received in time for publication. For an indication of the

<sup>4</sup>According to 1980 Census of Population.

<sup>5</sup>Those defined as of January 1, 1982.

<sup>6</sup>See appendix F for Alaska, Louisiana, Maryland, Missouri, Montana, Nevada, Virginia, and District of Columbia county equivalents.

extent that data included in these reports were obtained from the administrative records of other Federal agencies and from estimation, rather than reports directly from respondents, see appendix E. Also, see appendix A for a more detailed explanation of census coverage and methodology.

## MICROFICHE AND COMPUTER TAPES

The data in this report series are also available on microfiche and computer tapes. Microfiche reports are sold by the U.S. Government Printing Office. Computer tapes are sold by the Data User Services Division, Customer Services (Tapes), Bureau of the Census, Washington, D.C. 20233.

## SPECIAL TABULATIONS

Special tabulations of data collected in the 1982 Census of Wholesale Trade may be obtained, depending on availability of time and personnel, on computer tape or in tabular form. The data will be in summary form and subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) as are the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief, Business Division, Bureau of the Census, Washington, D.C. 20233.

To discuss a special tabulation before submitting specifications, call 301-763-5282.

## ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in this publication:

—	Represents zero.
(D)	Withheld to avoid disclosing data for individual companies; data are included in higher level totals.
(IC)	Independent city.
(NA)	Not available.
(NC)	Not comparable.
(X)	Not applicable.
n.e.c.	Not elsewhere classified.
r	Revised.
SIC	Standard Industrial Classification.
SCSA	Standard Consolidated Statistical Area.
SMSA	Standard Metropolitan Statistical Area.

# Users' Guide for Locating Statistics in This Report by Table Number

Information shown in tables	Table									
	1	2	3	4	5	6	7	8	9	10
<b>GEOGRAPHIC AREAS</b>										
The State . . . . .	X	X	X					X	X	X
SCSA's in the State . . . . .				X						
SMSA's in the State . . . . .				X						
Area of State not in any SMSA . . . . .					X					
Counties in the State . . . . .						<sup>1</sup> X		X	X	
Places in the State . . . . .							<sup>1</sup> X	<sup>2</sup> X		<sup>2</sup> X
<b>DATA ITEMS<sup>3</sup></b>										
Establishments . . . . .	X	X		<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X		
Sales . . . . .	X	X		<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	<sup>4</sup> X	X	X
Annual payroll . . . . .	X	X		<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X		
First quarter payroll . . . . .	X									
Paid employees for pay period including March 12 . . . . .	X			<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X	<sup>5</sup> X		
Inventories . . . . .	X									
Operating expenses . . . . .	X									
1977 to 1982 comparative statistics (sales, payroll) . . . . .		X								
Sales per establishment . . . . .			X							
Sales per employee . . . . .			X							
Annual payroll per employee . . . . .			X							
Annual payroll as a percent of operating expenses . . . . .			X							
Employees per establishment . . . . .			X							
Operating expenses as a percent of sales . . . . .			X							
End-of-1982 inventories as a percent of sales . . . . .			X							
Counties ranked by volume of sales . . . . .									X	
Places ranked by volume of sales . . . . .										<sup>2</sup> X

<sup>1</sup> Includes areas with 200 wholesale establishments or more.

<sup>2</sup> Includes places with 2,500 inhabitants or more, according to the 1980 Census of Population.

<sup>3</sup> See Explanation of Terms, appendix A.

<sup>4</sup> Manufacturers' sales branches and offices, and agents, brokers, and commission merchants are combined and displayed as "other types of operation."

<sup>5</sup> Presented for total and merchant wholesalers only.

# Users' Guide for Locating Statistics in the 1982 Census of Wholesale Trade Reports

Report and geographic area	Information shown in reports by kind of business or industry category										
	Number of establishments	Sales (\$1,000)	Payroll (\$1,000)	Number of employees	Inventories (\$1,000)	Operating expenses (\$1,000)	Commodity line sales (\$1,000)	Establishment and firm size	Legal form of organization	Petroleum bulk stations and terminals	Selected topics
<b>GEOGRAPHIC AREA SERIES</b>											
United States .....	X	X	X	X	X	X					
State .....	X	X	X	X	X	X					
SCSA .....	X	X	X	X							
SMSA .....	X	X	X	X							
County .....	X	X	X	X							
Place .....	X	X	X	X							
<b>ESTABLISHMENT AND FIRM SIZE (INCLUDING LEGAL FORM OF ORGANIZATION)</b>											
United States .....	X	X	<sup>1</sup> X	<sup>1</sup> X	<sup>1</sup> X	<sup>1</sup> X		X	X		
<b>MEASURES OF VALUE PRODUCED, CAPITAL EXPENDITURES, DEPRECIABLE ASSETS, AND OPERATING EXPENSES</b>											
United States <sup>1</sup> .....		X	X			X			X		<sup>2</sup> X
<b>COMMODITY LINE SALES</b>											
United States .....	X	X					X				
State <sup>3</sup> .....	X	X					X				
SMSA <sup>3</sup> .....	X	X					X				
<b>MISCELLANEOUS SUBJECTS</b>											
United States .....	X	X	X	X	X	X				X	<sup>4</sup> X
State .....										X	
County .....										X	

<sup>1</sup> Merchant wholesalers only.

<sup>2</sup> Value produced, capital expenditures, depreciable assets, and selected operating expenses detail.

<sup>3</sup> Available on microfiche only.

<sup>4</sup> Class of customer, employment by principal activity, and detailed type of operation.



# New Hampshire

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# SUMMARY OF FINDINGS

Data from the 1982 Census of Wholesale Trade show that New Hampshire's 1,487 wholesale establishments had sales totaling \$4.1 billion. In 1977, 1,223 wholesalers had sales of \$2.0 billion.

Among the three major wholesale types of operation, merchant wholesalers had the largest share, with 1,220 establishments and sales of \$2.8 billion; followed by manufacturers' sales branches and offices, with 114 establishments and sales of \$831 million; and agents, brokers, and commission merchants, with 153 establishments and sales of \$504 million.

The 1982 payroll of all wholesalers in the State amounted to \$293 million, compared to \$148 million for 1977. Payroll per employee averaged \$17.7 thousand for all wholesalers; \$16.3 thousand for merchant wholesalers; \$22.9 thousand for manufacturers' sales branches and offices; and \$22.9 thousand for agents, brokers, and commission merchants.

There were 16,493 paid employees (full- and part-time) engaged in wholesale trade in the State as of mid-March 1982. Merchant wholesalers were the largest employers, with 12,793 employees; followed by manufacturers' sales branches and offices, with 3,102 employees; and agents, brokers, and commission merchants, with 598 employees.

Sales by groceries and related products wholesalers in 1982 accounted for 17.7 percent of the State's total

sales by all wholesalers, compared to 22.7 percent in 1977. Other leading wholesale kind-of-business groups in 1982 were machinery, equipment and supplies wholesalers, with 17.5 percent; petroleum and petroleum products wholesalers, with 10.6 percent; and apparel, piece goods, and notions wholesalers, with 9.2 percent.

For 1982, sales for all wholesalers in the State averaged \$2.8 million per establishment. Apparel, piece goods, and notions wholesalers averaged \$8.7 million; per establishment; petroleum and petroleum products wholesalers, \$8.6 million; beer, wine and distilled alcoholic beverages wholesalers, \$7.2 million; and metals and minerals wholesalers, except petroleum wholesalers, \$5.4 million.

In 1982, sales per employee for all wholesalers in the State averaged \$248 thousand. Apparel, piece goods, and notions wholesalers reported sales per employee of \$1.1 million, which contrasts sharply with the \$127 thousand recorded by motor vehicles and automotive parts and supplies wholesalers.

Hillsborough County led all counties in the State, accounting for 39.3 percent of total sales by wholesalers. Manchester had the largest sales among all places in the State, accounting for 18.8 percent.



**Table 1. Summary Statistics for the State: 1982**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A]

SIC code	Type of operation and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1981 inventories (\$1,000)	End-of-1982 inventories (\$1,000)
	<b>Wholesale trade</b> .....	1 487	4 089 957	292 740	69 734	16 493	581 130	367 249	379 469
	<b>TYPES OF OPERATION</b>								
	<b>Merchant wholesalers</b> .....	1 220	2 754 164	208 018	49 787	12 793	434 297	327 158	335 186
	Wholesale distributors and jobbers .....	1 170	2 333 008	193 470	46 159	11 942	399 602	239 937	229 592
	Importers .....	38	412 079	13 822	3 403	788	32 965	86 427	104 921
	Exporters .....	7	5 345	518	173	37	1 136	736	621
	Terminal grain elevators .....	-	-	-	-	-	-	-	-
	Country grain elevators .....	-	-	-	-	-	-	-	-
	Assemblers of farm products, except country grain elevators .....	5	3 732	208	52	26	594	58	52
	<b>Manufacturers' sales branches and sales offices</b> .....	114	831 315	71 019	16 660	3 102	119 054	39 887	43 932
	Sales branches (with stock) .....	65	575 055	57 018	13 241	2 584	93 973	39 887	43 932
	Sales offices (without stock) .....	49	256 260	14 001	3 419	518	25 081	-	-
	<b>Agent, brokers, and commission merchants</b> .....	153	504 478	13 703	3 287	598	27 779	204	351
	Auction companies .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Brokers (representing buyers and sellers) .....	24	157 792	1 686	397	86	3 462	56	43
	Commission merchants .....	21	50 037	1 545	396	67	2 731	8	54
	Import agents .....	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Export agents .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Manufacturers' agents .....	97	249 498	9 473	2 203	379	18 090	100	185
	<b>TYPES OF OPERATION BY KIND OF BUSINESS</b>								
	<b>Wholesale trade</b> .....	1 487	4 089 957	292 740	69 734	16 493	581 130	367 249	379 469
50	<b>Durable goods</b> .....	994	1 755 073	190 487	45 211	10 284	359 667	199 247	198 220
501	<b>Motor vehicles and automotive parts and supplies</b> .....	180	229 369	28 565	6 757	1 799	52 556	40 361	37 723
5012	Automobiles and other motor vehicles .....	32	93 542	8 580	2 141	542	14 247	19 015	17 706
5013	Automotive parts and supplies .....	125	101 413	15 881	3 705	1 009	30 428	17 186	15 444
5014	Tires and tubes .....	23	34 414	4 104	911	248	7 881	4 160	4 573
502	<b>Furniture and home furnishings</b> .....	31	33 626	2 701	586	165	5 335	1 833	1 847
5021	Furniture .....	21	26 793	2 369	503	141	4 507	1 395	1 493
5023	Home furnishings .....	10	6 833	332	83	24	828	438	354
503	<b>Lumber and other construction materials</b> .....	84	163 942	12 329	2 809	819	24 365	12 817	15 572
5031	Lumber, plywood and millwork .....	35	107 200	6 446	1 445	428	13 568	7 842	10 295
5039	Construction materials, n.e.c. .....	49	56 742	5 883	1 364	391	10 797	4 975	5 277
504	<b>Sporting, recreational, photographic, and hobby goods, toys and supplies</b> .....	30	54 340	3 447	831	289	10 767	4 792	4 965
5041	Sporting and recreational goods and supplies .....	17	36 868	2 185	541	144	8 366	3 984	4 278
5042	Toys and hobby goods and supplies .....	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5043	Photographic equipment and supplies .....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	<b>Metals and minerals, except petroleum</b> .....	21	113 186	11 218	2 915	565	22 807	18 573	16 892
5051	Metals service centers and offices .....	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	<b>Electrical goods</b> .....	120	251 488	28 646	6 701	1 458	45 600	29 371	26 083
5063	Electrical apparatus and equipment .....	65	94 244	9 252	2 264	524	17 075	10 254	9 467
5064	Electrical appliances, television and radio sets .....	6	2 359	243	59	19	566	244	276
5065	Electronic parts and equipment .....	49	154 885	19 151	4 378	915	27 959	18 873	16 340
507	<b>Hardware, and plumbing and heating equipment and supplies</b> .....	86	137 359	13 635	3 353	778	26 231	18 489	19 048
5072	Hardware .....	23	36 291	3 665	814	207	6 911	4 871	5 843
5074	Plumbing and heating equipment and supplies (hydronics) .....	50	88 769	8 574	2 183	501	16 629	12 132	11 865
5075	Warm air heating and air conditioning equipment and supplies .....	8	9 440	1 141	295	48	2 099	1 085	946
5078	Refrigeration equipment and supplies .....	5	2 859	255	61	22	592	401	394
508	<b>Machinery, equipment, and supplies</b> .....	364	716 670	86 096	20 417	4 162	162 483	70 854	73 884
5081	Commercial machines and equipment .....	115	370 150	52 377	12 176	2 246	96 611	24 777	26 040
5082	Construction and mining machinery and equipment .....	21	42 698	6 238	1 615	294	11 877	20 419	21 170
5083	Farm and garden machinery and equipment .....	29	30 418	3 185	734	224	6 300	9 448	9 681
5084	Industrial machinery and equipment .....	96	140 722	10 523	2 609	570	21 361	5 909	6 020
5085	Industrial supplies .....	41	50 054	4 507	1 134	261	9 443	4 294	4 523
5086	Professional equipment and supplies .....	32	26 095	3 553	796	212	7 029	2 346	2 495
5087	Service establishment equipment and supplies .....	23	31 191	4 866	1 135	312	8 129	3 421	3 641
5088	Transportation equipment and supplies, except motor vehicles .....	7	25 342	847	218	43	1 733	240	314
509	<b>Miscellaneous durable goods</b> .....	78	55 093	3 850	842	249	9 523	2 157	2 206
5093	Scrap and waste materials .....	35	19 329	2 274	527	149	5 594	1 198	1 242
5094	Jewelry, watches, diamonds and other precious stones .....	6	2 433	209	35	16	489	184	217
5099	Durable goods, n.e.c. .....	37	33 331	1 367	280	84	3 440	775	747

Table 1. Summary Statistics for the State: 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A]

SIC code	Type of operation and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1981 inventories (\$1,000)	End-of-1982 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS—Con.</b>									
<b>Wholesale trade—Con.</b>									
51	<b>Nondurable goods</b>	493	2 334 884	102 253	24 523	6 209	221 463	168 002	181 249
511	Paper and paper products	61	255 140	19 400	4 922	999	35 235	12 291	10 971
5111	Printing and writing paper	11	87 953	11 007	2 724	498	15 338	5 287	3 749
5112	Stationery supplies	28	27 777	3 831	978	248	7 411	2 584	2 515
5113	Industrial and personal service paper	22	139 410	4 562	1 220	253	12 486	4 420	4 707
512	Drugs, drug proprietaries and druggists' sundries	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	43	374 911	5 065	1 242	351	17 090	68 881	86 605
5133	Piece goods (woven fabrics)	9	35 658	1 121	260	43	2 396	471	487
5134	Notions and other dry goods	3	5 626	568	137	19	946	105	71
5136	Men's and boys' clothing and furnishings	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	152	723 734	33 165	7 923	2 069	71 113	16 527	19 247
5141	Groceries, general line	20	269 934	7 043	1 778	432	12 384	9 607	12 830
5142	Frozen foods	8	13 391	1 493	374	115	3 342	411	399
5143	Dairy products	15	37 384	3 263	817	218	7 851	590	622
5144	Poultry and poultry products	9	50 330	2 439	594	193	5 050	386	349
5145	Confectionery	10	11 966	1 447	350	80	2 837	548	550
5146	Fish and seafoods	7	9 173	647	119	44	1 394	235	162
5147	Meats and meat products	9	46 580	2 220	579	196	5 489	840	1 006
5148	Fresh fruits and vegetables	15	21 923	1 624	357	134	3 757	363	341
5149	Groceries and related products, n.e.c.	59	263 053	12 989	2 955	657	29 009	3 547	2 988
515	Farm-product raw materials	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5152	Cotton	-	-	-	-	-	-	-	-
5153	Grain	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c.	-	-	-	-	-	-	-	-
516	Chemicals and allied products	46	64 660	5 646	1 359	324	12 382	5 430	5 241
5161	Chemicals and allied products	46	64 660	5 646	1 359	324	12 382	5 430	5 241
517	Petroleum and petroleum products	50	432 087	11 970	2 685	818	30 347	37 010	29 046
5171	Petroleum bulk stations and terminals	39	397 270	10 092	2 338	697	25 152	35 775	27 899
5172	Petroleum and petroleum products, except bulk stations and terminals	11	34 817	1 878	347	121	5 195	1 235	1 147
518	Beer, wine and distilled alcoholic beverages	22	158 715	12 091	2 743	545	23 826	6 701	7 050
5181	Beer and ale	17	122 206	11 552	2 608	524	22 158	6 701	7 050
5182	Wines and distilled alcoholic beverages	5	36 509	539	135	21	1 668	-	-
519	Miscellaneous nondurable goods	110	318 111	13 982	3 476	1 031	29 609	20 764	22 450
5191	Farm supplies	36	30 888	2 227	477	159	5 067	3 015	3 019
5194	Tobacco and tobacco products	8	91 264	3 314	854	237	5 881	5 189	5 784
5198	Paints, varnishes, and supplies	-	-	-	-	-	-	-	-
5199	Nondurable goods, n.e.c.	66	195 959	8 441	2 145	635	18 661	12 560	13 647
<b>Merchant wholesalers</b>		<b>1 220</b>	<b>2 754 164</b>	<b>208 018</b>	<b>49 787</b>	<b>12 793</b>	<b>434 297</b>	<b>327 158</b>	<b>335 186</b>
50	<b>Durable goods</b>	831	1 100 735	133 321	32 190	7 951	271 301	178 071	176 142
501	Motor vehicles and automotive parts and supplies	176	224 376	28 047	6 640	1 777	51 790	39 968	37 235
5012	Automobiles and other motor vehicles	32	93 542	8 580	2 141	542	14 247	19 015	17 706
5013	Automotive parts and supplies	122	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings	24	17 306	2 342	500	153	4 530	1 525	1 638
5021	Furniture	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Home furnishings	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials	77	159 212	12 114	2 760	804	23 946	12 775	15 533
5031	Lumber, plywood and millwork	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c.	45	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies	26	40 196	3 062	741	265	8 860	4 792	4 865
5041	Sporting and recreational goods and supplies	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5042	Toys and hobby goods and supplies	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5043	Photographic equipment and supplies	3	330	57	9	6	124	66	73
505	Metals and minerals, except petroleum	16	87 642	10 041	2 605	522	20 732	18 014	16 338
5051	Metals service centers and offices	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods	93	129 873	17 368	4 316	970	30 556	25 918	22 564
5063	Electrical apparatus and equipment	54	64 031	7 333	1 819	445	13 901	9 313	8 423
5064	Electrical appliances, television and radio sets	6	2 359	243	59	19	566	244	276
5065	Electronic parts and equipment	33	63 483	9 792	2 438	506	16 089	16 361	13 865
507	Hardware, and plumbing and heating equipment and supplies	70	101 293	11 584	2 855	685	22 908	17 501	17 776
5072	Hardware	19	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics)	40	65 303	7 595	1 935	456	14 971	11 904	11 628
5075	Warm air heating and air conditioning equipment and supplies	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies	5	2 859	255	61	22	592	401	394

**Table 1. Summary Statistics for the State: 1982—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A]

SIC code	Type of operation and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1981 inventories (\$1,000)	End-of-1982 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS—Con.</b>									
<b>Merchant wholesalers—Con.</b>									
50	<b>Durable goods—Con.</b>								
508	Machinery, equipment, and supplies .....	285	303 439	45 611	11 032	2 549	100 001	55 435	57 901
5081	Commercial machines and equipment .....	84	86 165	16 896	3 991	861	43 532	9 510	10 266
5082	Construction and mining machinery and equipment .....	21	42 698	6 238	1 615	294	11 877	20 419	21 170
5083	Farm and garden machinery and equipment .....	28	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment .....	68	65 036	7 607	1 935	438	15 670	5 771	5 844
5085	Industrial supplies .....	34	32 330	4 084	1 023	242	8 635	4 290	4 518
5086	Professional equipment and supplies .....	25	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	Service establishment equipment and supplies .....	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods .....	64	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials .....	33	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, diamonds and other precious stones .....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c. ....	27	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	<b>Nondurable goods .....</b>	<b>389</b>	<b>1 653 429</b>	<b>74 697</b>	<b>17 597</b>	<b>4 842</b>	<b>162 996</b>	<b>149 087</b>	<b>159 044</b>
511	Paper and paper products .....	49	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper .....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery supplies .....	23	12 670	2 701	648	195	5 287	2 320	2 311
5113	Industrial and personal service paper .....	18	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries and druggists' sundries .....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries .....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	35	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5133	Piece goods (woven fabrics) .....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	Notions and other dry goods .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings .....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories .....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear .....	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	109	445 776	22 159	5 194	1 505	46 067	14 699	17 665
5141	Groceries, general line .....	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Frozen foods .....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products .....	11	17 625	1 963	361	123	4 592	376	411
5144	Poultry and poultry products .....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery .....	7	6 891	723	178	47	1 421	527	525
5146	Fish and seafoods .....	7	9 173	647	119	44	1 394	235	162
5147	Meats and meat products .....	5	21 867	1 098	298	116	2 367	85	398
5148	Fresh fruits and vegetables .....	15	21 923	1 624	357	134	3 757	363	341
5149	Groceries and related products, n.e.c. ....	34	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5152	Cotton .....	-	-	-	-	-	-	-	-
5153	Grain .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c. ....	-	-	-	-	-	-	-	-
516	Chemicals and allied products .....	36	52 870	5 091	1 209	284	11 202	5 257	5 095
5161	Chemicals and allied products .....	36	52 870	5 091	1 209	284	11 202	5 257	5 095
517	Petroleum and petroleum products .....	42	364 206	10 742	2 380	743	26 388	28 522	15 389
5171	Petroleum bulk stations and terminals .....	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products, except bulk stations and terminals .....	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine and distilled alcoholic beverages .....	17	122 206	11 552	2 608	524	22 158	6 701	7 050
5181	Beer and ale .....	17	122 206	11 552	2 608	524	22 158	6 701	7 050
5182	Wines and distilled alcoholic beverages .....	-	-	-	-	-	-	-	-
519	Miscellaneous nondurable goods .....	95	276 115	12 490	3 063	939	25 831	19 519	21 217
5191	Farm supplies .....	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products .....	8	91 264	3 314	854	237	5 881	5 189	5 784
5198	Paints, varnishes, and supplies .....	-	-	-	-	-	-	-	-
5199	Nondurable goods, n.e.c. ....	58	(D)	(D)	(D)	(D)	(D)	(D)	(D)
<b>Manufacturers' sales branches and sales offices .....</b>									
		<b>114</b>	<b>831 315</b>	<b>71 019</b>	<b>16 660</b>	<b>3 102</b>	<b>119 054</b>	<b>39 887</b>	<b>43 932</b>
50	<b>Durable goods .....</b>	<b>57</b>	<b>375 299</b>	<b>47 140</b>	<b>10 696</b>	<b>1 917</b>	<b>68 591</b>	<b>21 072</b>	<b>21 850</b>
501	Motor vehicles and automotive parts and supplies .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies .....	-	-	-	-	-	-	-	-
505	Metals and minerals, except petroleum .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	10	44 414	8 400	1 752	390	10 525	3 420	3 457
507	Hardware, and plumbing and heating equipment and supplies .....	5	10 369	1 184	292	59	1 885	987	1 271
508	Machinery, equipment, and supplies .....	36	293 978	35 862	8 227	1 403	53 432	15 370	15 883
509	Miscellaneous durable goods .....	-	-	-	-	-	-	-	-
51	<b>Nondurable goods .....</b>	<b>57</b>	<b>456 016</b>	<b>23 879</b>	<b>5 964</b>	<b>1 185</b>	<b>50 463</b>	<b>18 815</b>	<b>22 082</b>
511	Paper and paper products .....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries and druggists' sundries .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	26	147 167	9 969	2 495	509	22 704	1 785	1 540
515	Farm-product raw materials .....	-	-	-	-	-	-	-	-

**Table 1. Summary Statistics for the State: 1982—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A]

SIC code	Type of operation and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1981 inventories (\$1,000)	End-of-1982 inventories (\$1,000)
<b>TYPES OF OPERATION BY KIND OF BUSINESS —Con.</b>									
<b>Manufacturers' sales branches and sales offices—Con.</b>									
51	<b>Nondurable goods—Con.</b>								
516	Chemicals and allied products .....	4	4 890	299	81	15	688	166	138
517	Petroleum and petroleum products .....	8	67 881	1 228	305	75	3 959	8 488	13 657
518	Beer, wine and distilled alcoholic beverages .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Agent, brokers, and commission merchants .....</b>	<b>153</b>	<b>504 478</b>	<b>13 703</b>	<b>3 287</b>	<b>598</b>	<b>27 779</b>	<b>204</b>	<b>351</b>
50	<b>Durable goods .....</b>	<b>106</b>	<b>279 039</b>	<b>10 026</b>	<b>2 325</b>	<b>416</b>	<b>19 775</b>	<b>104</b>	<b>228</b>
501	Motor vehicles and automotive parts and supplies .....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings .....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies .....	4	14 144	385	90	24	1 907	-	-
505	Metals and minerals, except petroleum .....	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	17	77 201	2 878	633	98	4 519	33	62
507	Hardware, and plumbing and heating equipment and supplies .....	11	25 697	867	206	34	1 438	1	1
508	Machinery, equipment, and supplies .....	43	119 253	4 623	1 158	210	9 050	49	100
509	Miscellaneous durable goods .....	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	<b>Nondurable goods .....</b>	<b>47</b>	<b>225 439</b>	<b>3 677</b>	<b>962</b>	<b>182</b>	<b>8 004</b>	<b>100</b>	<b>123</b>
511	Paper and paper products .....	4	11 755	485	120	17	911	-	-
512	Drugs, drug proprietaries and druggists' sundries .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	6	23 802	762	176	27	1 732	-	-
514	Groceries and related products .....	17	130 791	1 037	234	55	2 342	43	42
515	Farm-product raw materials .....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products .....	6	6 900	256	69	25	492	7	8
517	Petroleum and petroleum products .....	-	-	-	-	-	-	-	-
518	Beer, wine and distilled alcoholic beverages .....	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods .....	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)

**Table 2. Comparative Statistics for the State: 1982 and 1977**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A]

SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll		
		1982 (number)	1977 (number)	1982 (\$1,000)	1977 (\$1,000)	Percent change 1977 to 1982	1982 (\$1,000)	1977 (\$1,000)	Percent change 1977 to 1982
	<b>Wholesale trade .....</b>	<b>1 487</b>	<b>1 223</b>	<b>4 089 957</b>	<b>2 024 293</b>	<b>102.0</b>	<b>292 740</b>	<b>147 703</b>	<b>98.2</b>
50	<b>Durable goods .....</b>	<b>994</b>	<b>792</b>	<b>1 755 073</b>	<b>880 573</b>	<b>99.3</b>	<b>190 487</b>	<b>90 653</b>	<b>110.1</b>
501	Motor vehicles and automotive parts and supplies .....	180	173	229 369	169 059	35.7	28 565	18 929	50.9
5012	Automobiles and other motor vehicles .....	32	35	93 542	72 691	28.7	8 580	5 649	51.9
5013	Automotive parts and supplies .....	125	116	101 413	83 268	21.8	15 881	11 787	34.7
5014	Tires and tubes .....	23	22	34 414	13 100	162.7	4 104	1 493	174.9
502	Furniture and home furnishings .....	31	29	33 626	19 818	69.7	2 701	1 432	88.6
5021	Furniture .....	21	10	26 793	11 407	134.9	2 369	946	150.4
5023	Home furnishings .....	10	19	6 833	8 411	-18.8	332	486	-31.7
503	Lumber and other construction materials .....	84	84	163 942	113 840	44.0	12 329	7 690	60.3
5031	Lumber, plywood and millwork .....	35	32	107 200	72 389	48.1	6 446	3 791	70.0
5039	Construction materials, n.e.c. ....	49	52	56 742	41 451	36.9	5 883	3 899	50.9
504	Sporting, recreational, photographic, and hobby goods, toys and supplies .....	30	25	54 340	23 972	126.7	3 447	1 810	90.4
5041	Sporting and recreational goods and supplies .....	17	18	36 868	20 690	78.2	2 185	1 537	42.2
5042	Toys and hobby goods and supplies .....	9	4	(D)	(D)	(D)	(D)	(D)	(D)
5043	Photographic equipment and supplies .....	4	3	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum .....	21	14	113 186	72 277	56.6	11 218	7 099	58.0
5051	Metals service centers and offices .....	20	12	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores .....	1	2	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods .....	120	83	251 488	97 661	157.5	28 646	7 484	282.8
5063	Electrical apparatus and equipment .....	65	46	94 244	55 534	69.7	9 252	4 766	94.1
5064	Electrical appliances, television and radio sets .....	6	9	2 359	8 609	-72.6	243	733	-66.9
5065	Electronic parts and equipment .....	49	28	154 885	33 518	362.1	19 151	1 985	864.8
507	Hardware, and plumbing and heating equipment and supplies .....	86	65	137 359	67 429	103.7	13 635	7 046	93.5
5072	Hardware .....	23	11	36 291	10 022	262.1	3 665	1 083	238.4
5074	Plumbing and heating equipment and supplies (hydronics) .....	50	42	88 769	49 902	77.9	8 574	5 136	66.9
5075	Warm air heating and air conditioning equipment and supplies .....	8	7	9 440	4 991	89.1	1 141	577	97.7
5078	Refrigeration equipment and supplies .....	5	5	2 859	2 514	13.7	255	250	2.0

**Table 2. Comparative Statistics for the State: 1982 and 1977—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A]

SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll		
		1982 (number)	1977 (number)	1982 (\$1,000)	1977 (\$1,000)	Percent change 1977 to 1982	1982 (\$1,000)	1977 (\$1,000)	Percent change 1977 to 1982
	<b>Wholesale trade—Con.</b>								
50	<b>Durable goods—Con.</b>								
508	Machinery, equipment, and supplies .....	364	254	716 670	283 759	152.6	86 096	36 233	137.6
5081	Commercial machines and equipment .....	115	72	370 150	88 385	318.8	52 377	17 139	205.6
5082	Construction and mining machinery and equipment .....	21	22	42 698	40 376	5.8	6 238	3 774	65.3
5083	Farm and garden machinery and equipment .....	29	30	30 418	(D)	(D)	3 185	(D)	(D)
5084	Industrial machinery and equipment .....	96	48	140 722	49 648	183.4	10 523	4 282	145.7
5085	Industrial supplies .....	41	37	50 054	39 756	25.9	4 507	4 095	10.1
5086	Professional equipment and supplies .....	32	24	26 095	20 255	28.8	3 553	2 732	30.1
5087	Service establishment equipment and supplies .....	23	20	31 191	21 459	45.4	4 866	2 358	106.4
5088	Transportation equipment and supplies, except motor vehicles .....	7	1	25 342	(D)	(D)	847	(D)	(D)
509	Miscellaneous durable goods .....	78	65	55 093	32 758	68.2	3 850	2 930	31.4
5093	Scrap and waste materials .....	35	41	19 329	10 779	79.3	2 274	1 463	55.4
5094	Jewelry, watches, diamonds and other precious stones .....	6	4	2 433	1 145	112.5	209	192	8.9
5099	Durable goods, n.e.c. ....	37	20	33 331	20 834	60.0	1 367	1 275	7.2
51	<b>Nondurable goods .....</b>	<b>493</b>	<b>431</b>	<b>2 334 884</b>	<b>1 143 720</b>	<b>104.1</b>	<b>102 253</b>	<b>57 050</b>	<b>79.2</b>
511	Paper and paper products .....	61	42	255 140	53 352	378.2	19 400	4 790	305.0
5111	Printing and writing paper .....	11	5	87 953	11 799	645.4	11 007	965	1 040.6
5112	Stationery supplies .....	28	24	27 777	10 310	169.4	3 831	1 593	140.5
5113	Industrial and personal service paper .....	22	13	139 410	31 243	346.2	4 562	2 232	104.4
512	Drugs, drug proprietaries and druggists' sundries .....	6	6	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries .....	6	6	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	43	24	374 911	73 676	408.9	5 065	2 525	100.6
5133	Piece goods (woven fabrics) .....	9	5	35 658	(D)	(D)	1 121	(D)	(D)
5134	Notions and other dry goods .....	3	1	5 626	(D)	(D)	568	(D)	(D)
5136	Men's and boys' clothing and furnishings .....	8	3	(D)	326	(D)	(D)	41	(D)
5137	Women's, children's and infants' clothing and accessories .....	8	3	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear .....	15	12	(D)	51 709	(D)	(D)	1 583	(D)
514	Groceries and related products .....	152	136	723 734	459 564	57.5	33 165	22 571	46.9
5141	Groceries, general line .....	20	12	269 934	(D)	(D)	7 043	(D)	(D)
5142	Frozen foods .....	8	5	13 391	2 767	384.0	1 493	408	265.9
5143	Dairy products .....	15	9	37 384	29 014	28.8	3 263	2 034	60.4
5144	Poultry and poultry products .....	9	14	50 330	35 020	43.7	2 439	1 314	85.6
5145	Confectionery .....	10	9	11 966	(D)	(D)	1 447	(D)	(D)
5146	Fish and seafoods .....	7	11	9 173	6 752	35.9	647	563	14.9
5147	Meats and meat products .....	9	13	46 580	60 490	-23.0	2 220	2 481	-10.5
5148	Fresh fruits and vegetables .....	15	10	21 923	(D)	(D)	1 624	(D)	(D)
5149	Groceries and related products, n.e.c. ....	59	53	263 053	145 920	80.3	12 989	8 759	48.3
515	Farm-product raw materials .....	3	6	(D)	4 122	(D)	(D)	276	(D)
5152	Cotton .....	-	-	-	-	-	-	-	-
5153	Grain .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock .....	2	2	(D)	(D)	(D)	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c. ....	-	3	-	(D)	(D)	-	(D)	(D)
516	Chemicals and allied products .....	46	28	64 660	30 310	113.3	5 646	2 120	166.3
5161	Chemicals and allied products .....	46	28	64 660	30 310	113.3	5 646	2 120	166.3
517	Petroleum and petroleum products .....	50	72	432 087	241 592	78.8	11 970	8 662	38.2
5171	Petroleum bulk stations and terminals .....	39	62	397 270	229 910	(NC)	10 092	7 696	(NC)
5172	Petroleum and petroleum products, except bulk stations and terminals .....	11	10	34 817	11 682	(NC)	1 878	966	(NC)
518	Beer, wine and distilled alcoholic beverages .....	22	22	158 715	80 631	96.8	12 091	6 600	83.2
5181	Beer and ale .....	17	17	122 206	(D)	(D)	11 552	(D)	(D)
5182	Wines and distilled alcoholic beverages .....	5	5	36 509	(D)	(D)	539	(D)	(D)
519	Miscellaneous nondurable goods .....	110	95	318 111	(D)	(D)	13 982	(D)	(D)
5191	Farm supplies .....	36	49	30 888	32 588	-5.2	2 227	2 038	9.3
5194	Tobacco and tobacco products .....	8	8	91 264	52 056	75.3	3 314	1 869	77.3
5198	Paints, varnishes, and supplies .....	-	4	-	1 937	-100.0	-	168	-100.0
5199	Nondurable goods, n.e.c. ....	66	34	195 959	(D)	(D)	8 441	(D)	(D)
	<b>Merchant wholesalers .....</b>	<b>1 220</b>	<b>1 016</b>	<b>2 754 164</b>	<b>1 574 210</b>	<b>75.0</b>	<b>208 018</b>	<b>118 240</b>	<b>75.9</b>
50	<b>Durable goods .....</b>	<b>831</b>	<b>684</b>	<b>1 100 735</b>	<b>646 836</b>	<b>70.2</b>	<b>133 321</b>	<b>70 764</b>	<b>88.4</b>
501	Motor vehicles and automotive parts and supplies .....	176	169	224 376	(D)	(D)	28 047	(D)	(D)
5012	Automobiles and other motor vehicles .....	32	34	93 542	(D)	(D)	8 580	(D)	(D)
5013	Automotive parts and supplies .....	122	114	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes .....	22	21	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings .....	24	22	17 306	9 759	77.3	2 342	1 015	130.7
5021	Furniture .....	17	7	(D)	(D)	(D)	(D)	(D)	(D)
5023	Home furnishings .....	7	15	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	77	76	159 212	83 750	90.1	12 114	6 859	76.6
5031	Lumber, plywood and millwork .....	32	28	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c. ....	45	48	(D)	(D)	(D)	(D)	(D)	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies .....	26	22	40 196	(D)	(D)	3 062	(D)	(D)
5041	Sporting and recreational goods and supplies .....	14	16	(D)	(D)	(D)	(D)	(D)	(D)
5042	Toys and hobby goods and supplies .....	9	4	(D)	(D)	(D)	(D)	(D)	(D)
5043	Photographic equipment and supplies .....	3	2	330	(D)	(D)	57	(D)	(D)
505	Metals and minerals, except petroleum .....	16	11	87 642	68 209	28.5	10 041	6 799	47.7
5051	Metals service centers and offices .....	15	10	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)

**Table 2. Comparative Statistics for the State: 1982 and 1977—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A]

SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll		
		1982 (number)	1977 (number)	1982 (\$1,000)	1977 (\$1,000)	Percent change 1977 to 1982	1982 (\$1,000)	1977 (\$1,000)	Percent change 1977 to 1982
	<b>Merchant wholesalers—Con.</b>								
<b>50</b>	<b>Durable goods—Con.</b>								
506	Electrical goods .....	93	61	129 873	53 037	144.9	17 368	5 959	191.0
5063	Electrical apparatus and equipment .....	54	37	64 031	38 360	66.9	7 333	4 252	72.0
5064	Electrical appliances, television and radio sets .....	6	7	2 359	(D)	(D)	243	(D)	(D)
5065	Electronic parts and equipment .....	33	17	63 483	(D)	(D)	9 792	(D)	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	70	59	101 293	60 918	66.3	11 584	6 738	71.0
5072	Hardware .....	19	10	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) .....	40	38	65 303	(D)	(D)	7 595	(D)	(D)
5075	Warm air heating and air conditioning equipment and supplies .....	6	6	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies .....	5	5	2 859	2 514	13.7	255	250	2.0
508	Machinery, equipment, and supplies .....	285	203	303 439	157 615	92.5	45 611	20 240	125.0
5081	Commercial machines and equipment .....	84	51	86 165	20 398	322.4	16 896	3 644	363.0
5082	Construction and mining machinery and equipment .....	21	20	42 698	(D)	(D)	6 238	(D)	(D)
5083	Farm and garden machinery and equipment .....	28	27	(D)	17 246	(D)	(D)	1 674	(D)
5084	Industrial machinery and equipment .....	68	35	65 036	20 679	214.5	7 607	2 926	160.0
5085	Industrial supplies .....	34	32	32 330	25 863	25.0	4 084	3 705	10.0
5086	Professional equipment and supplies .....	25	22	(D)	(D)	(D)	(D)	(D)	(D)
5087	Service establishment equipment and supplies .....	22	16	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles .....	3	-	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods .....	64	61	(D)	30 252	(D)	(D)	2 836	(D)
5093	Scrap and waste materials .....	33	41	(D)	10 779	(D)	(D)	1 463	(D)
5094	Jewelry, watches, diamonds and other precious stones .....	4	4	(D)	1 145	(D)	(D)	192	(D)
5099	Durable goods, n.e.c. ....	27	16	(D)	18 328	(D)	(D)	1 181	(D)
<b>51</b>	<b>Nondurable goods .....</b>	<b>389</b>	<b>332</b>	<b>1 653 429</b>	<b>927 374</b>	<b>78.3</b>	<b>74 697</b>	<b>47 476</b>	<b>57.0</b>
511	Paper and paper products .....	49	35	(D)	31 637	(D)	(D)	3 804	(D)
5111	Printing and writing paper .....	8	3	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery supplies .....	23	20	12 670	(D)	(D)	2 701	(D)	(D)
5113	Industrial and personal service paper .....	18	12	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries and druggists' sundries .....	4	6	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries .....	4	6	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions .....	35	19	(D)	58 180	(D)	(D)	1 783	(D)
5133	Piece goods (woven fabrics) .....	7	5	(D)	(D)	(D)	(D)	(D)	(D)
5134	Notions and other dry goods .....	2	1	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings .....	6	3	(D)	326	(D)	(D)	41	(D)
5137	Women's, children's and infants' clothing and accessories .....	8	3	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear .....	12	7	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products .....	109	110	445 776	373 001	19.5	22 159	17 355	27.0
5141	Groceries, general line .....	17	11	(D)	(D)	(D)	(D)	(D)	(D)
5142	Frozen foods .....	6	5	(D)	2 767	(D)	(D)	408	(D)
5143	Dairy products .....	11	5	17 625	(D)	(D)	1 963	(D)	(D)
5144	Poultry and poultry products .....	7	12	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery .....	7	8	6 891	(D)	(D)	723	(D)	(D)
5146	Fish and seafoods .....	7	11	9 173	6 752	35.9	647	563	14.9
5147	Meats and meat products .....	5	8	21 867	42 672	-48.8	1 098	1 847	-40.6
5148	Fresh fruits and vegetables .....	15	10	21 923	(D)	(D)	1 624	(D)	(D)
5149	Groceries and related products, n.e.c. ....	34	40	(D)	123 556	(D)	(D)	6 078	(D)
515	Farm-product raw materials .....	2	5	(D)	(D)	(D)	(D)	(D)	(D)
5152	Cotton .....	-	-	-	-	-	-	-	-
5153	Grain .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock .....	1	1	(D)	(D)	(D)	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c. ....	-	3	-	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products .....	36	24	52 870	(D)	(D)	5 091	(D)	(D)
5161	Chemicals and allied products .....	36	24	52 870	(D)	(D)	5 091	(D)	(D)
517	Petroleum and petroleum products .....	42	49	364 206	200 911	81.3	10 742	7 752	38.6
5171	Petroleum bulk stations and terminals .....	31	40	(D)	(D)	(NC)	(D)	(D)	(NC)
5172	Petroleum and petroleum products, except bulk stations and terminals .....	11	9	(D)	(D)	(NC)	(D)	(D)	(NC)
518	Beer, wine and distilled alcoholic beverages .....	17	18	122 206	(D)	(D)	11 552	(D)	(D)
5181	Beer and ale .....	17	17	122 206	(D)	(D)	11 552	(D)	(D)
5182	Wines and distilled alcoholic beverages .....	-	1	-	(D)	(D)	-	(D)	(D)
519	Miscellaneous nondurable goods .....	95	66	276 115	(D)	(D)	12 490	(D)	(D)
5191	Farm supplies .....	29	24	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products .....	8	8	91 264	52 056	75.3	3 314	1 869	77.3
5198	Paints, varnishes, and supplies .....	-	3	-	(D)	(D)	-	(D)	(D)
5199	Nondurable goods, n.e.c. ....	58	31	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Manufacturers' sales branches and sales offices .....</b>	<b>114</b>	<b>114</b>	<b>831 315</b>	<b>306 977</b>	<b>170.8</b>	<b>71 019</b>	<b>23 335</b>	<b>204.3</b>
<b>50</b>	<b>Durable goods .....</b>	<b>57</b>	<b>38</b>	<b>375 299</b>	<b>135 225</b>	<b>177.5</b>	<b>47 140</b>	<b>15 040</b>	<b>213.4</b>
501	Motor vehicles and automotive parts and supplies .....	2	2	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings .....	1	4	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials .....	1	2	(D)	(D)	(D)	(D)	(D)	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies .....	-	-	-	-	-	-	-	-
505	Metals and minerals, except petroleum .....	2	-	(D)	-	(D)	(D)	-	(D)

**Table 2. Comparative Statistics for the State: 1982 and 1977—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A]

SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll		
		1982 (number)	1977 (number)	1982 (\$1,000)	1977 (\$1,000)	Percent change 1977 to 1982	1982 (\$1,000)	1977 (\$1,000)	Percent change 1977 to 1982
	<b>Manufacturers' sales branches and sales offices—Con.</b>								
50	<b>Durable goods—Con.</b>								
506	Electrical goods	10	8	44 414	17 725	150.6	8 400	487	1 624.8
507	Hardware, and plumbing and heating equipment and supplies	5	1	10 369	(D)	(D)	1 184	(D)	(D)
508	Machinery, equipment, and supplies	36	21	293 978	82 752	255.3	35 862	13 239	170.9
509	Miscellaneous durable goods	-	-	-	-	-	-	-	-
51	<b>Nondurable goods</b>	57	76	456 016	171 752	165.5	23 879	8 295	187.9
511	Paper and paper products	8	7	(D)	21 715	(D)	(D)	986	(D)
512	Drugs, drug proprietaries and druggists' sundries	1	-	(D)	-	(D)	(D)	-	(D)
513	Apparel, piece goods, and notions	2	3	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	26	19	147 167	(D)	(D)	9 969	(D)	(D)
515	Farm-product raw materials	-	-	-	-	-	-	-	-
516	Chemicals and allied products	4	-	4 890	-	-	299	-	-
517	Petroleum and petroleum products	8	21	67 881	(D)	(D)	1 228	(D)	(D)
518	Beer, wine and distilled alcoholic beverages	1	1	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	7	25	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Agents, brokers, and commission merchants</b>	153	93	504 478	143 106	252.5	13 703	6 128	123.6
50	<b>Durable goods</b>	106	70	279 039	98 512	183.3	10 026	4 849	106.8
501	Motor vehicles and automotive parts and supplies	2	2	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings	6	3	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials	6	6	(D)	(D)	(D)	(D)	(D)	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies	4	3	14 144	(D)	(D)	385	(D)	(D)
505	Metals and minerals, except petroleum	3	3	(D)	4 068	(D)	(D)	300	(D)
506	Electrical goods	17	14	77 201	26 899	187.0	2 878	1 038	177.3
507	Hardware, and plumbing and heating equipment and supplies	11	5	25 697	(D)	(D)	867	(D)	(D)
508	Machinery, equipment, and supplies	43	30	119 253	43 392	174.8	4 623	2 754	67.9
509	Miscellaneous durable goods	14	4	(D)	2 506	(D)	(D)	94	(D)
51	<b>Nondurable goods</b>	47	23	225 439	44 594	405.5	3 677	1 279	187.5
511	Paper and paper products	4	-	11 755	-	-	485	-	-
512	Drugs, drug proprietaries and druggists' sundries	1	-	(D)	-	(D)	(D)	-	(D)
513	Apparel, piece goods, and notions	6	2	23 802	(D)	(D)	762	(D)	(D)
514	Groceries and related products	17	7	130 791	(D)	(D)	1 037	(D)	(D)
515	Farm-product raw materials	1	1	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products	6	4	6 900	(D)	(D)	256	(D)	(D)
517	Petroleum and petroleum products	-	2	-	(D)	(D)	-	(D)	(D)
518	Beer, wine and distilled alcoholic beverages	4	3	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	8	4	(D)	(D)	(D)	(D)	(D)	(D)

**Table 3. Selected Ratios for the State: 1982**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A]

SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1982 inventories as percent of sales
		Per establishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	<b>Wholesale trade</b>	2 750 475	247 981	17 749	50.4	11	14.2	9.3
50	<b>Durable goods</b>	1 765 667	170 661	18 523	53.0	10	20.5	11.3
501	Motor vehicles and automotive parts and supplies	1 274 272	127 498	15 878	54.4	10	22.9	16.4
5012	Automobiles and other motor vehicles	2 923 188	172 587	15 830	60.2	17	15.2	18.9
5013	Automotive parts and supplies	811 304	100 508	15 739	52.2	8	30.0	15.2
5014	Tires and tubes	1 496 261	138 766	16 548	52.1	11	22.9	13.3
502	Furniture and home furnishings	1 084 710	203 794	16 370	50.6	5	15.9	5.5
5021	Furniture	1 275 857	190 021	16 801	52.6	7	16.8	5.6
5023	Home furnishings	683 300	284 708	13 833	40.1	2	12.1	5.2
503	Lumber and other construction materials	1 951 690	200 173	15 054	50.6	10	14.9	9.5
5031	Lumber, plywood and millwork	3 062 857	250 467	15 061	47.5	12	12.7	9.6
5039	Construction materials, n.e.c.	1 158 000	145 120	15 046	54.5	8	19.0	9.3
504	Sporting, recreational, photographic, and hobby goods, toys and supplies	1 811 333	188 028	11 927	32.0	10	19.8	9.1
5041	Sporting and recreational goods and supplies	2 168 703	256 028	15 174	26.1	8	22.7	11.6
5042	Toys and hobby goods and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5043	Photographic equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	5 389 810	200 329	19 855	49.2	27	20.2	14.9
5051	Metals service centers and offices	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods	2 095 733	172 488	19 647	62.8	12	18.1	10.4
5063	Electrical apparatus and equipment	1 449 908	179 855	17 656	54.2	8	18.1	10.0
5064	Electrical appliances, television and radio sets	393 167	124 158	12 789	42.9	3	24.0	11.7
5065	Electronic parts and equipment	3 160 918	169 273	20 930	68.5	19	18.1	10.5

See footnotes at end of table.

**Table 3. Selected Ratios for the State: 1982—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A]

SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-19 inventory as percent of sales
		Per establishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
<b>Wholesale trade—Con.</b>								
50	<b>Durable goods—Con.</b>							
507	Hardware, and plumbing and heating equipment and supplies	1 597 198	176 554	17 526	52.0	9	19.1	13.1
5072	Hardware	1 577 870	175 319	17 705	53.0	9	19.0	12.8
5074	Plumbing and heating equipment and supplies (hydronics)	1 775 380	177 184	17 114	51.6	10	18.7	13.1
5075	Warm air heating and air conditioning equipment and supplies	1 180 000	196 667	23 771	54.4	6	22.2	10.0
5078	Refrigeration equipment and supplies	571 800	129 955	11 591	43.1	4	20.7	13.1
508	Machinery, equipment, and supplies	1 968 874	172 194	20 686	53.0	11	22.7	10.0
5081	Commercial machines and equipment	3 218 696	164 804	23 320	54.2	20	26.1	7.7
5082	Construction and mining machinery and equipment	2 533 238	145 231	21 218	52.5	14	27.8	49.0
5083	Farm and garden machinery and equipment	1 048 897	135 795	14 219	50.6	8	20.7	31.0
5084	Industrial machinery and equipment	1 465 854	246 881	18 461	49.3	6	15.2	4.4
5085	Industrial supplies	1 220 829	191 778	17 268	47.7	6	18.9	9.9
5086	Professional equipment and supplies	815 469	123 090	16 759	50.5	7	26.9	9.9
5087	Service establishment equipment and supplies	1 356 130	99 971	15 596	59.9	14	26.1	11.0
5088	Transportation equipment and supplies, except motor vehicles	3 620 286	589 349	19 698	48.9	6	6.8	1.0
509	Miscellaneous durable goods	706 321	221 257	15 462	40.4	3	17.3	4.4
5093	Scrap and waste materials	552 257	129 725	15 262	40.4	4	28.9	6.0
5094	Jewelry, watches, diamonds and other precious stones	405 500	152 063	13 063	42.7	3	20.1	8.0
5099	Durable goods, n.e.c.	900 838	396 798	16 274	39.7	2	10.3	2.0
51	<b>Nondurable goods</b>	<b>4 736 073</b>	<b>376 048</b>	<b>16 469</b>	<b>46.2</b>	<b>13</b>	<b>9.5</b>	<b>7.0</b>
511	Paper and paper products	4 182 623	255 395	19 419	55.1	16	13.8	4.0
5111	Printing and writing paper	7 995 727	176 612	22 102	71.8	45	17.4	4.0
5112	Stationery supplies	992 036	112 004	15 448	51.7	9	26.7	9.0
5113	Industrial and personal service paper	6 336 818	551 028	18 032	36.5	12	9.0	3.0
512	Drugs, drug proprietaries and druggists' sundries	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	8 718 860	1 068 123	14 430	29.6	8	4.6	23.0
5133	Piece goods (woven fabrics)	3 962 000	829 256	26 070	46.8	5	6.7	1.0
5134	Notions and other dry goods	1 875 333	296 105	29 895	60.0	6	16.8	1.0
5136	Men's and boys' clothing and furnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	4 761 408	349 799	16 029	46.6	14	9.8	2.0
5141	Groceries, general line	13 496 700	624 847	16 303	56.9	22	4.6	4.0
5142	Frozen foods	1 673 875	116 443	12 983	44.7	14	25.0	3.0
5143	Dairy products	2 492 267	171 486	14 968	41.6	15	21.0	1.0
5144	Poultry and poultry products	5 592 222	260 777	12 637	48.3	21	10.0	1.0
5145	Confectionery	1 196 600	149 575	18 088	51.0	8	23.7	4.0
5146	Fish and seafoods	1 310 429	208 477	14 705	46.4	6	15.2	1.0
5147	Meats and meat products	5 175 556	237 653	11 327	40.4	22	11.8	2.0
5148	Fresh fruits and vegetables	1 461 533	163 604	12 119	43.2	9	17.1	1.0
5149	Groceries and related products, n.e.c.	4 458 525	400 385	19 770	44.8	11	11.0	1.0
515	Farm-product raw materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5152	Cotton	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5153	Grain	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products	1 405 652	199 568	17 426	45.6	7	19.1	8.0
5161	Chemicals and allied products	1 405 652	199 568	17 426	45.6	7	19.1	8.0
517	Petroleum and petroleum products	8 641 740	528 224	14 633	39.4	16	7.0	6.0
5171	Petroleum bulk stations and terminals	10 186 410	569 971	14 479	40.1	18	6.3	7.0
5172	Petroleum and petroleum products, except bulk stations and terminals	3 165 182	287 744	15 521	36.2	11	14.9	3.0
518	Beer, wine and distilled alcoholic beverages	7 214 318	291 220	22 185	50.7	25	15.0	4.0
5181	Beer and ale	7 188 588	233 218	22 046	52.1	31	18.1	5.8
5182	Wines and distilled alcoholic beverages	7 301 800	1 738 524	25 667	32.3	4	4.6	1.0
519	Miscellaneous nondurable goods	2 891 918	308 546	13 562	47.2	9	9.3	7.0
5191	Farm supplies	858 000	194 264	14 006	44.0	4	16.4	9.8
5194	Tobacco and tobacco products	11 408 000	385 080	13 983	56.4	30	6.4	6.0
5198	Paints, varnishes, and supplies	-	-	-	-	-	-	-
5199	Nondurable goods, n.e.c.	2 969 076	308 597	13 293	45.2	10	9.5	7.0
	<b>Merchant wholesalers</b>	<b>2 257 511</b>	<b>215 287</b>	<b>16 260</b>	<b>47.9</b>	<b>10</b>	<b>15.8</b>	<b>12.0</b>
50	<b>Durable goods</b>	<b>1 324 591</b>	<b>138 440</b>	<b>16 768</b>	<b>49.1</b>	<b>10</b>	<b>24.6</b>	<b>16.0</b>
501	Motor vehicles and automotive parts and supplies	1 274 864	126 267	15 783	54.2	10	23.1	16.6
5012	Automobiles and other motor vehicles	2 923 188	172 587	15 830	60.2	17	15.2	18.5
5013	Automotive parts and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings	721 083	113 111	15 307	51.7	6	26.2	9.5
5021	Furniture	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5023	Home furnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials	2 067 688	198 025	15 067	50.6	10	15.0	9.8
5031	Lumber, plywood and millwork	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.



**Table 3. Selected Ratios for the State: 1982—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A]

SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1982 inventories as percent of sales
		Per establishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	<b>Merchant wholesalers—Con.</b>							
50	<b>Durable goods—Con.</b>							
504	Sporting, recreational, photographic, and hobby goods, toys and supplies	1 546 000	151 683	11 555	34.6	10	22.0	12.4
5041	Sporting and recreational goods and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5042	Toys and hobby goods and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5043	Photographic equipment and supplies	110 000	55 000	9 500	46.0	2	37.6	22.1
505	Metals and minerals, except petroleum	5 477 625	167 897	19 236	48.4	33	23.7	18.6
5051	Metals service centers and offices	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5052	Coal and other minerals and ores	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods	1 396 484	133 890	17 905	56.8	10	23.5	17.4
5063	Electrical apparatus and equipment	1 185 759	143 890	16 479	52.8	8	21.7	13.2
5064	Electrical appliances, television and radio sets	393 167	124 158	12 789	42.9	3	24.0	11.7
5065	Electronic parts and equipment	1 923 727	125 460	19 352	60.9	15	25.3	21.8
507	Hardware, and plumbing and heating equipment and supplies	1 447 043	147 873	16 911	50.6	10	22.6	17.5
5072	Hardware	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics)	1 632 575	143 208	16 656	50.7	11	22.9	17.8
5075	Warm air heating and air conditioning equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies	571 800	129 955	11 591	43.1	4	20.7	13.8
508	Machinery, equipment, and supplies	1 064 698	119 042	17 894	45.6	9	33.0	19.1
5081	Commercial machines and equipment	1 025 774	100 075	19 624	38.8	10	50.5	11.9
5082	Construction and mining machinery and equipment	2 033 238	145 231	21 218	52.5	14	27.8	49.6
5083	Farm and garden machinery and equipment	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment	956 412	148 484	17 368	48.5	6	24.1	9.0
5085	Industrial supplies	950 882	133 595	16 876	47.3	7	26.7	14.0
5086	Professional equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	Service establishment equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5093	Scrap and waste materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, diamonds and other precious stones	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	<b>Nondurable goods</b>	<b>4 250 460</b>	<b>341 476</b>	<b>15 427</b>	<b>45.8</b>	<b>12</b>	<b>9.9</b>	<b>9.6</b>
511	Paper and paper products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery supplies	550 870	64 974	13 851	51.1	8	41.7	18.2
5113	Industrial and personal service paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries and druggists' sundries	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5133	Piece goods (woven fabrics)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	Notions and other dry goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	4 089 688	296 197	14 724	48.1	14	10.3	4.0
5141	Groceries, general line	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Frozen foods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products	1 602 273	143 293	15 959	42.7	11	26.1	2.3
5144	Poultry and poultry products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery	984 429	146 617	15 383	50.9	7	20.6	7.6
5146	Fish and seafoods	1 310 429	208 477	14 705	46.4	6	15.2	1.8
5147	Meats and meat products	4 373 400	188 509	9 466	46.4	23	10.8	1.8
5148	Fresh fruits and vegetables	1 461 533	163 604	12 119	43.2	9	17.1	1.6
5149	Groceries and related products, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
515	Farm-product raw materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5152	Cotton	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5153	Grain	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5159	Farm-product raw materials, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products	1 468 611	186 162	17 926	45.4	8	21.2	9.6
5161	Chemicals and allied products	1 468 611	186 162	17 926	45.4	8	21.2	9.6
517	Petroleum and petroleum products	8 671 571	490 183	14 458	40.7	18	7.2	4.2
5171	Petroleum bulk stations and terminals	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products, except bulk stations and terminals	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine and distilled alcoholic beverages	7 188 588	233 218	22 046	52.1	31	18.1	5.8
5181	Beer and ale	7 188 588	233 218	22 046	52.1	31	18.1	5.8
5182	Wines and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	2 906 474	294 052	13 301	48.4	10	9.4	7.7
5191	Farm supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products	11 408 000	385 080	13 983	56.4	30	6.4	6.3
5198	Paints, varnishes, and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

**Table 3. Selected Ratios for the State: 1982—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A]

SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per establishment <sup>1</sup> (number)	Operating expenses as percent of sales	End-of-1982 inventories as percent of sales
		Per establishment (dollars)	Per employee <sup>1</sup> (dollars)	Per employee <sup>1</sup> (dollars)	As percent of operating expenses			
	<b>Manufacturers' sales branches and sales offices</b> -----	<b>7 292 237</b>	<b>267 993</b>	<b>22 895</b>	<b>59.7</b>	<b>27</b>	<b>14.3</b>	<b>5.3</b>
50	<b>Durable goods</b> -----	<b>6 584 193</b>	<b>195 774</b>	<b>24 591</b>	<b>68.7</b>	<b>34</b>	<b>18.3</b>	<b>5.8</b>
501	Motor vehicles and automotive parts and supplies-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies-----	-	-	-	-	-	-	-
505	Metals and minerals, except petroleum-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods-----	4 441 400	113 882	21 538	79.8	39	23.7	7.8
507	Hardware, and plumbing and heating equipment and supplies-----	2 073 800	175 746	20 068	62.8	12	18.2	12.3
508	Machinery, equipment, and supplies-----	8 166 056	209 535	25 561	67.1	39	18.2	5.4
509	Miscellaneous durable goods-----	-	-	-	-	-	-	-
51	<b>Nondurable goods</b> -----	<b>8 000 281</b>	<b>384 824</b>	<b>20 151</b>	<b>47.3</b>	<b>21</b>	<b>11.1</b>	<b>4.8</b>
511	Paper and paper products-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries and druggists' sundries-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products-----	5 660 269	289 130	19 585	43.9	20	15.4	1.0
515	Farm-product raw materials-----	-	-	-	-	-	-	-
516	Chemicals and allied products-----	1 222 500	326 000	19 933	43.5	4	14.1	2.8
517	Petroleum and petroleum products-----	8 485 125	905 080	16 373	31.0	9	5.8	20.1
518	Beer, wine and distilled alcoholic beverages-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	<b>Agents, brokers, and commission merchants</b> -----	<b>3 297 242</b>	<b>843 609</b>	<b>22 915</b>	<b>49.3</b>	<b>4</b>	<b>5.5</b>	<b>.1</b>
50	<b>Durable goods</b> -----	<b>2 632 443</b>	<b>670 767</b>	<b>24 101</b>	<b>50.7</b>	<b>4</b>	<b>7.1</b>	<b>.1</b>
501	Motor vehicles and automotive parts and supplies-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
503	Lumber and other construction materials-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies-----	3 536 000	589 333	16 042	20.2	6	13.5	-
505	Metals and minerals, except petroleum-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods-----	4 541 235	787 765	29 367	63.7	6	5.9	.1
507	Hardware, and plumbing and heating equipment and supplies-----	2 336 091	755 794	25 500	60.3	3	5.6	-
508	Machinery, equipment, and supplies-----	2 773 326	567 871	22 014	51.1	5	7.6	.1
509	Miscellaneous durable goods-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
51	<b>Nondurable goods</b> -----	<b>4 796 574</b>	<b>1 238 676</b>	<b>20 203</b>	<b>45.9</b>	<b>4</b>	<b>3.6</b>	<b>.1</b>
511	Paper and paper products-----	2 938 750	691 471	28 529	53.2	4	7.7	-
512	Drugs, drug proprietaries and druggists' sundries-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions-----	3 967 000	881 556	28 222	44.0	5	7.3	-
514	Groceries and related products-----	7 693 588	2 378 018	18 855	44.3	3	1.8	-
515	Farm-product raw materials-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
516	Chemicals and allied products-----	1 150 000	276 000	10 240	52.0	4	7.1	.1
517	Petroleum and petroleum products-----	-	-	-	-	-	-	-
518	Beer, wine and distilled alcoholic beverages-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods-----	(D)	(D)	(D)	(D)	(D)	(D)	(D)

<sup>1</sup>Based on number of employees for pay period including March 12.

**Table 4. Summary Statistics for Standard Metropolitan Statistical Areas: 1982**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A. For definitions of SMSA's, see appendix D]

SiC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	<b>BOSTON-LAWRENCE-LOWELL, MASS.-N.H., SCSA</b>										
	Wholesale trade .....	6 779	39 101 549	2 008 184	96 127	5 111	19 165 000	1 343 946	70 699	1 668	19 936 549
50	Durable goods .....	4 357	18 938 097	1 268 752	60 160	3 265	7 870 003	809 210	43 139	1 092	11 068 094
501	Motor vehicles and automotive parts and supplies ..	571	3 981 823	121 942	7 126	518	1 176 007	95 585	5 995	53	2 805 816
5012	Automobiles and other motor vehicles .....	82	(D)	(D)	(D)	65	(D)	(D)	(D)	17	(D)
5013	Automotive parts and supplies .....	442	784 220	75 794	4 854	409	(D)	(D)	(D)	33	(D)
5014	Tires and tubes .....	47	(D)	(D)	(D)	44	(D)	(D)	(D)	3	(D)
502	Furniture and home furnishings .....	268	(D)	(D)	(D)	175	354 864	40 612	2 064	93	(D)
5021	Furniture .....	129	297 516	28 877	1 343	92	(D)	(D)	(D)	37	(D)
5023	Home furnishings .....	139	(D)	(D)	(D)	83	(D)	(D)	(D)	56	(D)
503	Lumber and other construction materials .....	245	1 106 652	75 743	3 461	199	788 392	66 504	3 139	46	318 260
5031	Lumber, plywood and millwork .....	99	590 319	38 936	1 776	84	(D)	(D)	(D)	15	(D)
5039	Construction materials, n.e.c. ....	146	516 333	36 807	1 685	115	(D)	(D)	(D)	31	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies .....	153	(D)	(D)	(D)	123	310 244	27 059	1 675	30	(D)
5041	Sporting and recreational goods and supplies .....	71	223 325	16 487	1 002	59	(D)	(D)	(D)	12	(D)
5042	Toys and hobby goods and supplies .....	32	(D)	(D)	(D)	25	(D)	(D)	(D)	7	(D)
5043	Photographic equipment and supplies .....	50	576 200	24 062	1 103	39	(D)	(D)	(D)	11	(D)
505	Metals and minerals, except petroleum .....	142	725 443	39 163	1 808	105	(D)	(D)	(D)	37	(D)
5051	Metals service centers and offices .....	138	(D)	(D)	(D)	101	(D)	(D)	(D)	37	(D)
5052	Coal and other minerals and ores .....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
506	Electrical goods .....	710	4 422 480	252 578	11 885	414	1 591 872	152 180	8 368	296	2 830 608
5063	Electrical apparatus and equipment .....	278	1 488 742	81 572	3 775	180	423 153	44 259	2 391	98	1 065 589
5064	Electrical appliances, television and radio sets ..	73	(D)	(D)	(D)	48	449 281	34 082	2 520	25	(D)
5065	Electronic parts and equipment .....	359	(D)	(D)	(D)	186	719 438	73 839	3 457	173	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	395	945 082	82 854	4 110	296	531 565	64 268	3 374	99	413 517
5072	Hardware .....	121	265 833	29 599	1 510	90	177 546	25 307	1 329	31	88 287
5074	Plumbing and heating equipment and supplies (hydronics) .....	177	470 389	34 784	1 718	139	251 611	28 273	1 458	38	218 778
5075	Warm air heating and air conditioning equipment and supplies .....	62	(D)	(D)	(D)	38	69 664	7 482	383	24	(D)
5078	Refrigeration equipment and supplies .....	35	(D)	(D)	(D)	29	32 744	3 206	204	6	(D)
508	Machinery, equipment, and supplies .....	1 502	5 382 897	538 066	23 475	1 121	2 260 474	289 002	14 497	381	3 122 423
5081	Commercial machines and equipment .....	409	1 943 191	248 284	9 759	285	593 628	78 316	3 891	124	1 349 563
5082	Construction and mining machinery and equipment .....	52	(D)	(D)	(D)	43	66 394	7 128	392	9	(D)
5083	Farm and garden machinery and equipment .....	26	28 206	2 590	164	22	(D)	(D)	(D)	4	(D)
5084	Industrial machinery and equipment .....	388	(D)	(D)	(D)	264	597 434	71 584	3 355	124	(D)
5085	Industrial supplies .....	237	695 697	61 472	2 805	178	(D)	(D)	(D)	59	(D)
5086	Professional equipment and supplies .....	229	(D)	(D)	(D)	184	506 806	62 161	3 208	45	(D)
5087	Service establishment equipment and supplies .....	119	121 249	16 240	923	110	101 762	14 114	828	9	19 487
5088	Transportation equipment and supplies, except motor vehicles .....	42	(D)	(D)	(D)	35	(D)	(D)	(D)	7	(D)
509	Miscellaneous durable goods .....	371	603 589	46 297	2 713	314	(D)	(D)	(D)	57	(D)
5093	Scrap and waste materials .....	141	(D)	(D)	(D)	132	143 753	16 087	1 044	9	(D)
5094	Jewelry, watches, diamonds and other precious stones .....	108	175 004	15 195	707	103	(D)	(D)	(D)	5	(D)
5099	Durable goods, n.e.c. ....	122	(D)	(D)	(D)	79	125 014	9 163	697	43	(D)
51	<b>Nondurable goods .....</b>	<b>2 422</b>	<b>20 163 452</b>	<b>739 432</b>	<b>35 967</b>	<b>1 846</b>	<b>11 294 997</b>	<b>534 736</b>	<b>27 560</b>	<b>576</b>	<b>8 868 455</b>
511	Paper and paper products .....	341	1 875 444	103 041	5 050	266	724 217	81 371	4 264	75	1 151 227
5111	Printing and writing paper .....	64	(D)	(D)	(D)	52	230 693	19 374	984	12	(D)
5112	Stationery supplies .....	156	335 386	41 453	2 312	120	216 810	32 690	1 967	36	118 576
5113	Industrial and personal service paper .....	121	(D)	(D)	(D)	94	276 714	29 307	1 313	27	(D)
512	Drugs, drug proprietaries and druggists' sundries ...	62	(D)	(D)	(D)	38	259 909	16 815	981	24	(D)
5122	Drugs, drug proprietaries, and druggists' sundries .....	62	(D)	(D)	(D)	38	259 909	16 815	981	24	(D)
513	Apparel, piece goods, and notions .....	359	1 345 942	85 629	3 869	268	930 042	70 385	3 347	91	415 900
5133	Piece goods (woven fabrics) .....	83	250 769	13 252	751	64	131 414	11 635	675	19	119 355
5134	Notions and other dry goods .....	22	(D)	(D)	(D)	16	(D)	(D)	(D)	6	(D)
5136	Men's and boys' clothing and furnishings .....	59	175 923	11 728	405	36	52 939	4 375	203	23	122 984
5137	Women's, children's and infants' clothing and accessories .....	95	(D)	(D)	(D)	66	(D)	(D)	(D)	29	77 635
5139	Footwear .....	100	(D)	(D)	(D)	86	513 112	32 416	1 194	14	(D)
514	Groceries and related products .....	791	6 978 463	274 861	13 924	614	(D)	(D)	(D)	177	(D)
5141	Groceries, general line .....	89	947 708	45 347	2 294	70	(D)	(D)	(D)	19	(D)
5142	Frozen foods .....	53	(D)	(D)	(D)	38	(D)	(D)	(D)	15	(D)
5143	Dairy products .....	47	510 710	16 835	816	39	155 210	9 150	473	8	355 500
5144	Poultry and poultry products .....	28	213 851	5 258	281	24	(D)	(D)	(D)	4	(D)
5145	Confectionery .....	50	(D)	(D)	(D)	32	(D)	(D)	(D)	18	158 864

Table 4. Summary Statistics for Standard Metropolitan Statistical Areas: 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A. For definitions of SMSA's, see appendix D]

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>BOSTON-LAWRENCE-LOWELL, MASS.-N.H., SCSA—Con.</b>											
51	<b>Nondurable goods—Con.</b>										
514	Groceries and related products—Con.										
5146	Fish and seafoods .....	71	(D)	(D)	(D)	65	(D)	(D)	(D)	6	21 794
5147	Meats and meat products.....	119	(D)	(D)	(D)	106	872 811	36 871	1 893	13	(D)
5148	Fresh fruits and vegetables .....	120	601 823	30 569	1 589	106	(D)	(D)	(D)	14	(D)
5149	Groceries and related products, n.e.c.....	214	2 497 643	92 213	4 659	134	480 571	35 107	2 055	80	2 017 072
515	Farm-product raw materials .....	62	233 578	5 094	247	51	(D)	(D)	(D)	11	(D)
5152	Cotton .....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5153	Grain .....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5154	Livestock .....	6	21 753	234	19	6	21 753	234	19	-	-
5159	Farm-product raw materials, n.e.c.....	48	198 844	4 234	176	37	(D)	(D)	(D)	11	(D)
516	Chemicals and allied products.....	194	(D)	(D)	(D)	135	(D)	(D)	(D)	59	(D)
5161	Chemicals and allied products.....	194	(D)	(D)	(D)	135	(D)	(D)	(D)	59	(D)
517	Petroleum and petroleum products.....	99	(D)	(D)	(D)	73	(D)	(D)	(D)	26	(D)
5171	Petroleum bulk stations and terminals.....	47	(D)	(D)	(D)	32	(D)	(D)	(D)	15	(D)
5172	Petroleum and petroleum products, except bulk stations and terminals .....	52	(D)	(D)	(D)	41	(D)	(D)	(D)	11	(D)
518	Beer, wine and distilled alcoholic beverages .....	44	766 311	55 976	2 186	41	(D)	(D)	(D)	3	(D)
5181	Beer and ale .....	12	(D)	(D)	(D)	11	(D)	(D)	(D)	1	(D)
5182	Wines and distilled alcoholic beverages .....	32	(D)	(D)	(D)	30	(D)	(D)	(D)	2	(D)
519	Miscellaneous nondurable goods .....	470	1 236 645	81 989	4 969	360	784 548	61 332	4 047	110	452 097
5191	Farm supplies .....	55	59 410	4 684	289	51	(D)	(D)	(D)	4	(D)
5194	Tobacco and tobacco products.....	26	(D)	(D)	(D)	23	(D)	(D)	(D)	3	(D)
5198	Paints, varnishes, and supplies .....	60	130 868	12 398	659	42	(D)	(D)	(D)	18	(D)
5199	Nondurable goods, n.e.c.....	329	(D)	(D)	(D)	244	(D)	(D)	(D)	85	332 462
<b>LAWRENCE-HAVERHILL, MASS.-N.H., SMSA</b>											
	Wholesale trade .....	336	1 152 695	87 485	4 873	291	882 437	71 434	4 259	45	270 258
50	<b>Durable goods.....</b>	<b>220</b>	<b>484 716</b>	<b>42 223</b>	<b>2 397</b>	<b>191</b>	<b>357 887</b>	<b>38 343</b>	<b>2 230</b>	<b>29</b>	<b>126 829</b>
501	Motor vehicles and automotive parts and supplies.....	42	95 183	9 212	592	40	(D)	(D)	(D)	2	(D)
502	Furniture and home furnishings.....	10	11 734	1 001	65	9	(D)	(D)	(D)	1	(D)
503	Lumber and other construction materials .....	14	70 914	7 375	417	13	(D)	(D)	(D)	1	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies .....	13	42 239	1 648	71	12	(D)	(D)	(D)	1	(D)
505	Metals and minerals, except petroleum.....	4	26 486	2 450	118	4	26 486	2 450	118	-	-
506	Electrical goods .....	34	54 445	4 835	256	26	21 198	3 475	212	8	33 247
507	Hardware, and plumbing and heating equipment and supplies .....	10	16 826	1 944	112	10	16 826	1 944	112	-	-
508	Machinery, equipment, and supplies .....	73	138 507	11 790	626	58	80 460	10 016	537	15	58 047
509	Miscellaneous durable goods .....	20	28 382	1 968	140	19	(D)	(D)	(D)	1	(D)
51	<b>Nondurable goods.....</b>	<b>116</b>	<b>667 979</b>	<b>45 262</b>	<b>2 476</b>	<b>100</b>	<b>524 550</b>	<b>33 091</b>	<b>2 029</b>	<b>16</b>	<b>143 429</b>
511	Paper and paper products .....	15	59 843	6 414	258	13	(D)	(D)	(D)	2	(D)
512	Drugs, drug proprietaries and druggists' sundries .....	4	59 718	4 946	261	2	(D)	(D)	(D)	2	(D)
513	Apparel, piece goods, and notions .....	11	41 135	6 038	208	9	(D)	(D)	(D)	2	(D)
514	Groceries and related products.....	47	362 119	18 592	1 164	41	304 487	14 586	984	6	57 632
515	Farm-product raw materials .....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
516	Chemicals and allied products.....	8	29 992	1 895	99	8	(D)	(D)	(D)	-	(D)
517	Petroleum and petroleum products.....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
518	Beer, wine and distilled alcoholic beverages .....	4	53 737	3 963	145	4	53 737	3 963	145	-	-
519	Miscellaneous nondurable goods .....	22	26 575	2 113	247	18	18 293	1 849	225	4	8 282
<b>LOWELL, MASS.-N.H., SMSA</b>											
	Wholesale trade .....	217	600 970	52 711	3 147	185	484 446	43 389	2 707	32	116 524
50	<b>Durable goods.....</b>	<b>159</b>	<b>324 858</b>	<b>36 244</b>	<b>2 046</b>	<b>137</b>	<b>234 789</b>	<b>28 961</b>	<b>1 700</b>	<b>22</b>	<b>90 069</b>
501	Motor vehicles and automotive parts and supplies.....	26	35 727	3 179	234	26	35 727	3 179	234	-	-
502	Furniture and home furnishings.....	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
503	Lumber and other construction materials .....	10	37 298	3 808	199	9	(D)	(D)	(D)	1	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
505	Metals and minerals, except petroleum.....	3	1 918	262	22	3	1 918	262	22	-	-
506	Electrical goods .....	32	112 469	9 517	514	23	46 875	7 169	431	9	65 594
507	Hardware, and plumbing and heating equipment and supplies .....	19	25 160	3 915	216	14	(D)	(D)	(D)	5	(D)
508	Machinery, equipment, and supplies .....	48	70 066	11 142	633	41	54 841	8 076	465	7	15 225
509	Miscellaneous durable goods .....	16	21 890	2 015	127	16	21 890	2 015	127	-	-
51	<b>Nondurable goods.....</b>	<b>58</b>	<b>276 112</b>	<b>16 467</b>	<b>1 101</b>	<b>48</b>	<b>(D)</b>	<b>(D)</b>	<b>(D)</b>	<b>10</b>	<b>(D)</b>
511	Paper and paper products .....	11	18 960	2 399	148	9	(D)	(D)	(D)	2	(D)
512	Drugs, drug proprietaries and druggists' sundries .....	-	-	-	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions .....	7	7 326	723	71	5	(D)	(D)	(D)	2	(D)
514	Groceries and related products.....	16	126 664	5 931	501	14	(D)	(D)	(D)	2	(D)
515	Farm-product raw materials .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-

**Table 4. Summary Statistics for Standard Metropolitan Statistical Areas: 1982—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A. For definitions of SMSA's, see appendix D]

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>LOWELL, MASS.-N.H., SMSA—Con.</b>											
51	<b>Nondurable goods—Con.</b>										
516	Chemicals and allied products.....	6	(D)	(D)	(D)	5	5 575	1 274	68	1	(D)
517	Petroleum and petroleum products.....	4	8 044	251	27	3	(D)	(D)	(D)	1	(D)
518	Beer, wine and distilled alcoholic beverages.....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
519	Miscellaneous nondurable goods.....	11	82 543	3 104	181	9	(D)	(D)	(D)	2	(D)
<b>MANCHESTER SMSA</b>											
	<b>Wholesale trade.....</b>	<b>352</b>	<b>1 080 340</b>	<b>89 076</b>	<b>4 735</b>	<b>274</b>	<b>777 611</b>	<b>58 596</b>	<b>3 565</b>	<b>78</b>	<b>302 729</b>
50	<b>Durable goods.....</b>	<b>241</b>	<b>531 577</b>	<b>60 164</b>	<b>2 956</b>	<b>186</b>	<b>307 295</b>	<b>34 453</b>	<b>2 003</b>	<b>55</b>	<b>224 282</b>
501	Motor vehicles and automotive parts and supplies..	43	67 658	8 073	494	41	(D)	(D)	(D)	2	(D)
502	Furniture and home furnishings.....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
503	Lumber and other construction materials.....	27	81 825	4 546	265	26	(D)	(D)	(D)	1	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies.....	7	15 281	1 089	79	6	(D)	(D)	(D)	1	(D)
505	Metals and minerals, except petroleum.....	3	(D)	(D)	(D)	1	(D)	(D)	(D)	2	(D)
506	Electrical goods.....	31	67 812	7 443	369	24	42 659	5 306	288	7	25 153
507	Hardware, and plumbing and heating equipment and supplies.....	24	50 269	4 539	260	19	33 968	3 587	224	5	16 301
508	Machinery, equipment, and supplies.....	93	219 812	32 118	1 369	60	58 146	10 184	573	33	161 666
509	Miscellaneous durable goods.....	9	(D)	(D)	(D)	5	1 198	209	22	4	(D)
51	<b>Nondurable goods.....</b>	<b>111</b>	<b>548 763</b>	<b>28 912</b>	<b>1 779</b>	<b>88</b>	<b>470 316</b>	<b>24 143</b>	<b>1 562</b>	<b>23</b>	<b>78 447</b>
511	Paper and paper products.....	15	(D)	(D)	(D)	11	19 523	3 012	191	4	(D)
512	Drugs, drug proprietaries and druggists' sundries.....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions.....	6	(D)	(D)	(D)	4	(D)	(D)	(D)	2	(D)
514	Groceries and related products.....	47	(D)	(D)	(D)	34	220 841	8 854	584	13	(D)
515	Farm-product raw materials.....	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products.....	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
517	Petroleum and petroleum products.....	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
518	Beer, wine and distilled alcoholic beverages.....	5	(D)	(D)	(D)	3	(D)	(D)	(D)	2	(D)
519	Miscellaneous nondurable goods.....	26	(D)	(D)	(D)	24	155 841	4 987	382	2	(D)
<b>NASHUA SMSA</b>											
	<b>Wholesale trade.....</b>	<b>232</b>	<b>605 469</b>	<b>60 921</b>	<b>3 135</b>	<b>181</b>	<b>354 767</b>	<b>42 862</b>	<b>2 364</b>	<b>51</b>	<b>250 702</b>
50	<b>Durable goods.....</b>	<b>177</b>	<b>420 132</b>	<b>50 982</b>	<b>2 652</b>	<b>139</b>	<b>233 752</b>	<b>34 190</b>	<b>1 930</b>	<b>38</b>	<b>186 380</b>
501	Motor vehicles and automotive parts and supplies..	23	17 766	3 040	197	23	17 766	3 040	197	-	-
502	Furniture and home furnishings.....	7	10 888	647	35	2	(D)	(D)	(D)	5	(D)
503	Lumber and other construction materials.....	10	11 882	901	69	7	(D)	(D)	(D)	3	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies.....	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
505	Metals and minerals, except petroleum.....	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
506	Electrical goods.....	28	51 055	7 345	349	22	38 668	6 796	333	6	12 387
507	Hardware, and plumbing and heating equipment and supplies.....	11	26 615	2 432	128	9	(D)	(D)	(D)	2	(D)
508	Machinery, equipment, and supplies.....	75	237 277	30 183	1 459	56	83 266	14 521	778	19	154 011
509	Miscellaneous durable goods.....	15	22 065	1 428	74	13	(D)	(D)	(D)	2	(D)
51	<b>Nondurable goods.....</b>	<b>55</b>	<b>185 337</b>	<b>9 939</b>	<b>483</b>	<b>42</b>	<b>121 015</b>	<b>8 672</b>	<b>434</b>	<b>13</b>	<b>64 322</b>
511	Paper and paper products.....	14	(D)	(D)	(D)	11	7 187	982	66	3	(D)
512	Drugs, drug proprietaries and druggists' sundries.....	1	(D)	(D)	(D)	-	-	-	-	1	(D)
513	Apparel, piece goods, and notions.....	6	(D)	(D)	(D)	5	(D)	(D)	(D)	1	(D)
514	Groceries and related products.....	11	(D)	(D)	(D)	7	(D)	(D)	(D)	4	(D)
515	Farm-product raw materials.....	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products.....	8	(D)	(D)	(D)	6	(D)	(D)	(D)	2	(D)
517	Petroleum and petroleum products.....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
518	Beer, wine and distilled alcoholic beverages.....	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
519	Miscellaneous nondurable goods.....	11	(D)	(D)	(D)	9	29 405	1 151	61	2	(D)

**Table 4. Summary Statistics for Standard Metropolitan Statistical Areas: 1982—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A. For definitions of SMSA's, see appendix D]

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
	<b>PORTSMOUTH-DOVER-ROCHESTER, N.H.-MAINE, SMSA</b>										
	Wholesale trade .....	212	878 553	34 210	1 993	177	693 838	27 885	1 669	35	184 715
50	Durable goods .....	135	218 023	18 740	1 066	120	157 354	16 488	954	15	60 669
501	Motor vehicles and automotive parts and supplies ..	26	34 837	4 967	267	26	34 837	4 967	267	-	-
502	Furniture and home furnishings .....	8	5 760	706	44	7	(D)	(D)	(D)	1	(D)
503	Lumber and other construction materials .....	11	21 893	1 374	74	10	(D)	(D)	(D)	1	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies .....	3	1 822	181	22	3	1 822	181	22	-	-
505	Metals and minerals, except petroleum .....	5	13 113	758	31	4	(D)	(D)	(D)	1	(D)
506	Electrical goods .....	13	28 297	2 287	128	12	(D)	(D)	(D)	1	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	16	25 551	2 122	136	14	(D)	(D)	(D)	2	(D)
508	Machinery, equipment, and supplies .....	43	83 117	6 030	340	35	32 755	4 125	244	8	50 362
509	Miscellaneous durable goods .....	10	3 633	315	24	9	(D)	(D)	(D)	1	(D)
51	Nondurable goods .....	77	660 530	15 470	927	57	536 484	11 397	715	20	124 046
511	Paper and paper products .....	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
512	Drugs, drug proprietaries and druggists' sundries ..	-	-	-	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions .....	10	(D)	(D)	(D)	7	(D)	(D)	(D)	3	14 606
514	Groceries and related products .....	30	67 752	5 475	323	20	(D)	(D)	(D)	10	(D)
515	Farm-product raw materials .....	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products .....	5	(D)	(D)	(D)	4	997	135	15	1	(D)
517	Petroleum and petroleum products .....	10	(D)	(D)	(D)	7	(D)	(D)	(D)	3	(D)
518	Beer, wine and distilled alcoholic beverages .....	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
519	Miscellaneous nondurable goods .....	13	(D)	(D)	(D)	11	28 817	1 696	139	2	(D)

**Table 5. Summary Statistics for the Area Outside Standard Metropolitan Statistical Areas: 1982**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A. For definitions of SMSA's see appendix D]

SIC code	Kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
	Wholesale trade .....	637	(D)	(D)	(D)	545	(D)	(D)	(D)	92	(D)
50	Durable goods .....	400	(D)	(D)	(D)	353	(D)	(D)	(D)	47	(D)
501	Motor vehicles and automotive parts and supplies ..	84	80 484	11 010	743	82	(D)	(D)	(D)	2	(D)
5012	Automobiles and other motor vehicles .....	16	(D)	(D)	(D)	16	(D)	(D)	(D)	-	-
5013	Automotive parts and supplies .....	59	38 897	6 123	410	57	(D)	(D)	(D)	2	(D)
5014	Tires and tubes .....	9	(D)	(D)	(D)	9	(D)	(D)	(D)	-	-
502	Furniture and home furnishings .....	12	11 058	363	41	11	(D)	(D)	(D)	1	(D)
5021	Furniture .....	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
5023	Home furnishings .....	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
503	Lumber and other construction materials .....	31	28 039	4 360	322	29	(D)	(D)	(D)	2	(D)
5031	Lumber, plywood and millwork .....	15	(D)	(D)	(D)	15	(D)	(D)	(D)	-	-
5039	Construction materials, n.e.c. ....	16	(D)	(D)	(D)	14	(D)	(D)	(D)	2	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies .....	13	23 669	1 406	84	11	(D)	(D)	(D)	2	(D)
5041	Sporting and recreational goods and supplies .....	11	(D)	(D)	(D)	9	(D)	(D)	(D)	2	(D)
5042	Toys and hobby goods and supplies .....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5043	Photographic equipment and supplies .....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
505	Metals and minerals, except petroleum .....	8	(D)	(D)	(D)	6	(D)	(D)	(D)	2	(D)
5051	Metals service centers and offices .....	7	(D)	(D)	(D)	5	(D)	(D)	(D)	2	(D)
5052	Coal and other minerals and ores .....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
506	Electrical goods .....	40	81 507	10 613	574	30	19 992	2 655	201	10	61 515
5063	Electrical apparatus and equipment .....	28	(D)	(D)	(D)	23	(D)	(D)	(D)	5	(D)
5064	Electrical appliances, television and radio sets ..	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5065	Electronic parts and equipment .....	10	54 521	7 772	377	5	(D)	(D)	(D)	5	(D)
507	Hardware, and plumbing and heating equipment and supplies .....	36	(D)	(D)	(D)	29	(D)	(D)	(D)	7	11 096
5072	Hardware .....	11	15 749	1 359	68	9	(D)	(D)	(D)	2	(D)
5074	Plumbing and heating equipment and supplies (hydronics) .....	23	(D)	(D)	(D)	19	(D)	(D)	(D)	4	(D)
5075	Warm air heating and air conditioning equipment and supplies .....	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
5078	Refrigeration equipment and supplies .....	-	-	-	-	-	-	-	-	-	-

**Table 5. Summary Statistics for the Area Outside Standard Metropolitan Statistical Areas: 1982—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A. For definitions of SMSA's see appendix D]

SIC code	Kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Establishments (number)	Sales (\$1,000)
50	<b>Durable goods—Con.</b>										
508	Machinery, equipment, and supplies .....	137	(D)	(D)	(D)	123	(D)	(D)	(D)	14	43 749
5081	Commercial machines and equipment .....	30	(D)	(D)	(D)	29	(D)	(D)	(D)	1	(D)
5082	Construction and mining machinery and equipment .....	13	35 356	5 014	220	13	35 356	5 014	220	-	-
5083	Farm and garden machinery and equipment .....	24	25 266	2 751	191	24	25 266	2 751	191	-	-
5084	Industrial machinery and equipment .....	37	(D)	(D)	(D)	31	(D)	(D)	(D)	6	(D)
5085	Industrial supplies .....	13	21 221	1 394	80	10	(D)	(D)	(D)	3	(D)
5086	Professional equipment and supplies .....	11	4 299	858	50	10	(D)	(D)	(D)	1	(D)
5087	Service establishment equipment and supplies .....	4	5 314	430	28	4	5 314	430	28	-	-
5088	Transportation equipment and supplies, except motor vehicles .....	5	(D)	(D)	(D)	2	(D)	(D)	(D)	3	(D)
509	Miscellaneous durable goods .....	39	20 177	1 482	110	32	12 897	1 122	102	7	7 280
5093	Scrap and waste materials .....	19	9 806	859	73	19	9 806	859	73	-	-
5094	Jewelry, watches, diamonds and other precious stones .....	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
5099	Durable goods, n.e.c. ....	18	(D)	(D)	(D)	12	(D)	(D)	(D)	6	(D)
51	<b>Nondurable goods .....</b>	<b>237</b>	<b>(D)</b>	<b>(D)</b>	<b>(D)</b>	<b>192</b>	<b>(D)</b>	<b>(D)</b>	<b>(D)</b>	<b>45</b>	<b>(D)</b>
511	Paper and paper products .....	25	(D)	(D)	(D)	21	(D)	(D)	(D)	4	(D)
5111	Printing and writing paper .....	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
5112	Stationery supplies .....	14	(D)	(D)	(D)	12	3 760	595	42	2	(D)
5113	Industrial and personal service paper .....	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
512	Drugs, drug proprietaries and druggists' sundries .....	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
5122	Drugs, drug proprietaries, and druggists' sundries .....	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
513	Apparel, piece goods, and notions .....	21	(D)	(D)	(D)	18	(D)	(D)	(D)	3	(D)
5133	Piece goods (woven fabrics) .....	6	(D)	(D)	(D)	4	(D)	(D)	(D)	2	(D)
5134	Notions and other dry goods .....	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
5136	Men's and boys' clothing and furnishings .....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5137	Women's, children's and infants' clothing and accessories .....	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
5139	Footwear .....	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
514	Groceries and related products .....	65	(D)	(D)	(D)	50	163 476	7 688	567	15	(D)
5141	Groceries, general line .....	9	(D)	(D)	(D)	9	(D)	(D)	(D)	-	-
5142	Frozen foods .....	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
5143	Dairy products .....	6	12 304	932	76	4	(D)	(D)	(D)	2	(D)
5144	Poultry and poultry products .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5145	Confectionery .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5146	Fish and seafoods .....	3	1 751	160	27	3	1 751	160	27	-	-
5147	Meats and meat products .....	4	18 368	888	104	2	(D)	(D)	(D)	2	(D)
5148	Fresh fruits and vegetables .....	8	8 794	671	57	8	8 794	671	57	-	-
5149	Groceries and related products, n.e.c. ....	28	124 602	3 782	220	18	(D)	(D)	(D)	10	(D)
515	Farm-product raw materials .....	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
5152	Cotton .....	-	-	-	-	-	-	-	-	-	-
5153	Grain .....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5154	Livestock .....	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
5159	Farm-product raw materials, n.e.c. ....	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products .....	26	(D)	(D)	(D)	19	19 845	2 200	122	7	(D)
5161	Chemicals and allied products .....	26	(D)	(D)	(D)	19	19 845	2 200	122	7	(D)
517	Petroleum and petroleum products .....	32	(D)	(D)	(D)	27	177 886	6 663	568	5	(D)
5171	Petroleum bulk stations and terminals .....	26	(D)	(D)	(D)	21	(D)	(D)	(D)	5	(D)
5172	Petroleum and petroleum products, except bulk stations and terminals .....	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
518	Beer, wine and distilled alcoholic beverages .....	10	(D)	(D)	(D)	8	48 580	4 324	191	2	(D)
5181	Beer and ale .....	8	48 580	4 324	191	8	48 580	4 324	191	-	-
5182	Wines and distilled alcoholic beverages .....	2	(D)	(D)	(D)	-	-	-	-	2	(D)
519	Miscellaneous nondurable goods .....	52	(D)	(D)	(D)	45	57 872	4 290	332	7	(D)
5191	Farm supplies .....	20	(D)	(D)	(D)	15	(D)	(D)	(D)	5	(D)
5194	Tobacco and tobacco products .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5198	Paints, varnishes, and supplies .....	-	-	-	-	-	-	-	-	-	-
5199	Nondurable goods, n.e.c. ....	30	54 226	2 820	230	28	(D)	(D)	(D)	2	(D)

**Table 6. Summary Statistics for Counties With 200 Establishments or More: 1982**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A. For information on geographic areas followed by Δ, see appendix F]

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>HILLSBOROUGH COUNTY</b>											
	Wholesale trade .....	559	1 607 609	139 875	7 329	435	1 078 986	93 282	5 460	124	528 623
50	Durable goods .....	396	915 696	105 225	5 234	306	509 196	63 892	3 602	90	406 500
501	Motor vehicles and automotive parts and supplies ..	60	80 794	10 585	644	58	(D)	(D)	(D)	2	(D)
5012	Automobiles and other motor vehicles .....	10	38 173	3 580	203	10	38 173	3 580	203	-	-
5013	Automotive parts and supplies .....	40	25 517	4 700	310	39	(D)	(D)	(D)	1	(D)
5014	Tires and tubes .....	10	17 104	2 305	131	9	(D)	(D)	(D)	1	(D)
502	Furniture and home furnishings .....	11	16 635	1 613	78	6	(D)	(D)	(D)	5	(D)
5021	Furniture .....	8	(D)	(D)	(D)	6	(D)	(D)	(D)	2	(D)
5023	Home furnishings .....	3	(D)	(D)	(D)	-	(D)	(D)	(D)	3	(D)
503	Lumber and other construction materials .....	35	83 087	4 379	275	29	(D)	(D)	(D)	6	(D)
5031	Lumber, plywood and millwork .....	12	54 213	1 709	99	9	(D)	(D)	(D)	3	(D)
5039	Construction materials, n.e.c. ....	23	28 874	2 670	176	20	(D)	(D)	(D)	3	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies .....	11	27 886	1 720	174	9	(D)	(D)	(D)	2	(D)
5041	Sporting and recreational goods and supplies .....	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
5042	Toys and hobby goods and supplies .....	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
5043	Photographic equipment and supplies .....	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
505	Metals and minerals, except petroleum .....	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
5051	Metals service centers and offices .....	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
5052	Coal and other minerals and ores .....	-	-	-	-	-	-	-	-	-	-
506	Electrical goods .....	57	108 499	12 735	610	44	77 636	10 815	540	13	30 863
5063	Electrical apparatus and equipment .....	26	50 296	4 527	212	21	32 940	3 224	160	5	17 356
5064	Electrical appliances, television and radio sets .....	4	936	115	9	4	936	115	9	-	-
5065	Electronic parts and equipment .....	27	57 267	8 093	389	19	43 760	7 476	371	8	13 507
507	Hardware, and plumbing and heating equipment and supplies .....	33	66 895	6 523	361	27	55 666	5 852	335	6	11 229
5072	Hardware .....	11	14 897	1 603	92	9	(D)	(D)	(D)	2	(D)
5074	Plumbing and heating equipment and supplies (hydronics) .....	13	40 482	3 641	211	10	(D)	(D)	(D)	3	(D)
5075	Warm air heating and air conditioning equipment and supplies .....	4	8 657	1 024	36	3	(D)	(D)	(D)	1	(D)
5078	Refrigeration equipment and supplies .....	5	2 859	255	22	5	2 859	255	22	-	-
508	Machinery, equipment, and supplies .....	160	464 017	60 591	2 694	109	128 949	22 870	1 215	51	335 068
5081	Commercial machines and equipment .....	69	348 873	49 204	2 034	40	(D)	(D)	(D)	29	(D)
5082	Construction and mining machinery and equipment .....	7	6 834	1 143	65	7	6 834	1 143	65	-	-
5083	Farm and garden machinery and equipment .....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5084	Industrial machinery and equipment .....	35	33 508	2 772	155	20	(D)	(D)	(D)	15	(D)
5085	Industrial supplies .....	16	27 818	2 175	127	14	(D)	(D)	(D)	2	(D)
5086	Professional equipment and supplies .....	15	15 300	2 115	135	13	(D)	(D)	(D)	2	(D)
5087	Service establishment equipment and supplies .....	11	12 140	2 075	119	10	(D)	(D)	(D)	1	(D)
5088	Transportation equipment and supplies, except motor vehicles .....	3	(D)	(D)	(D)	1	(D)	(D)	(D)	2	(D)
509	Miscellaneous durable goods .....	24	(D)	(D)	(D)	20	(D)	(D)	(D)	4	7 643
5093	Scrap and waste materials .....	9	7 330	1 136	60	8	(D)	(D)	(D)	1	(D)
5094	Jewelry, watches, diamonds and other precious stones .....	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5099	Durable goods, n.e.c. ....	12	(D)	(D)	(D)	9	(D)	(D)	(D)	3	(D)
51	Nondurable goods .....	163	691 913	34 650	2 095	129	569 790	29 390	1 858	34	122 123
511	Paper and paper products .....	27	42 777	4 676	273	21	(D)	(D)	(D)	6	(D)
5111	Printing and writing paper .....	5	(D)	(D)	(D)	3	3 407	401	18	2	(D)
5112	Stationery supplies .....	11	15 663	2 597	162	9	(D)	(D)	(D)	2	(D)
5113	Industrial and personal service paper .....	11	(D)	(D)	(D)	9	(D)	(D)	(D)	2	(D)
512	Drugs, drug proprietaries and druggists' sundries .....	3	4 975	759	54	2	(D)	(D)	(D)	1	(D)
5122	Drugs, drug proprietaries, and druggists' sundries .....	3	4 975	759	54	2	(D)	(D)	(D)	1	(D)
513	Apparel, piece goods, and notions .....	15	(D)	(D)	(D)	12	(D)	(D)	(D)	3	(D)
5133	Piece goods (woven fabrics) .....	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5134	Notions and other dry goods .....	-	-	-	-	-	-	-	-	-	-
5136	Men's and boys' clothing and furnishings .....	4	(D)	(D)	(D)	2	(D)	(D)	(D)	2	(D)
5137	Women's, children's and infants' clothing and accessories .....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5139	Footwear .....	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
514	Groceries and related products .....	57	337 876	14 491	830	40	(D)	(D)	(D)	17	(D)
5141	Groceries, general line .....	8	(D)	(D)	(D)	6	(D)	(D)	(D)	2	(D)
5142	Frozen foods .....	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
5143	Dairy products .....	6	18 584	1 054	62	4	(D)	(D)	(D)	2	(D)
5144	Poultry and poultry products .....	3	14 933	969	58	3	14 933	969	58	-	-
5145	Confectionery .....	4	8 183	925	52	2	(D)	(D)	(D)	2	(D)
5146	Fish and seafoods .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5147	Meats and meat products .....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5148	Fresh fruits and vegetables .....	4	9 649	719	57	4	9 649	719	57	-	-
5149	Groceries and related products, n.e.c. ....	23	111 846	5 840	281	13	(D)	(D)	(D)	10	(D)
515	Farm-product raw materials .....	-	-	-	-	-	-	-	-	-	-
5152	Cotton .....	-	-	-	-	-	-	-	-	-	-
5153	Grain .....	-	-	-	-	-	-	-	-	-	-
5154	Livestock .....	-	-	-	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c. ....	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products .....	16	26 302	2 652	140	13	(D)	(D)	(D)	3	(D)
5161	Chemicals and allied products .....	16	26 302	2 652	140	13	(D)	(D)	(D)	3	(D)



**Table 6. Summary Statistics for Counties With 200 Establishments or More: 1982—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A. For information on geographic areas followed by Δ, see appendix F]

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>HILLSBOROUGH COUNTY—Con.</b>											
<b>51 Nondurable goods—Con.</b>											
517	Petroleum and petroleum products.....	6	39 439	1 608	129	6	39 439	1 608	129	-	-
5171	Petroleum bulk stations and terminals.....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5172	Petroleum and petroleum products, except bulk stations and terminals.....	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
518	Beer, wine and distilled alcoholic beverages.....	6	34 222	3 239	144	5	(D)	(D)	(D)	1	(D)
5181	Beer and ale.....	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
5182	Wines and distilled alcoholic beverages.....	1	(D)	(D)	(D)	-	-	-	-	1	(D)
519	Miscellaneous nondurable goods.....	33	(D)	(D)	(D)	30	(D)	(D)	(D)	3	(D)
5191	Farm supplies.....	7	4 276	430	34	6	(D)	(D)	(D)	1	(D)
5194	Tobacco and tobacco products.....	4	57 608	1 913	156	4	57 608	1 913	156	-	-
5198	Paints, varnishes, and supplies.....	-	-	-	-	-	-	-	-	-	-
5199	Nondurable goods, n.e.c.....	22	(D)	(D)	(D)	20	(D)	(D)	(D)	2	(D)
<b>ROCKINGHAM COUNTY</b>											
	<b>Wholesale trade.....</b>	<b>323</b>	<b>1 283 736</b>	<b>53 677</b>	<b>3 157</b>	<b>261</b>	<b>892 232</b>	<b>42 597</b>	<b>2 679</b>	<b>62</b>	<b>391 504</b>
<b>50</b>	<b>Durable goods.....</b>	<b>220</b>	<b>396 934</b>	<b>30 113</b>	<b>1 766</b>	<b>181</b>	<b>237 317</b>	<b>24 034</b>	<b>1 514</b>	<b>39</b>	<b>159 617</b>
501	Motor vehicles and automotive parts and supplies...	34	56 349	5 040	315	33	(D)	(D)	(D)	1	(D)
502	Furniture and home furnishings.....	7	5 479	529	40	6	(D)	(D)	(D)	1	(D)
503	Lumber and other construction materials.....	20	41 913	2 862	183	19	(D)	(D)	(D)	1	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies.....	7	8 778	408	32	6	(D)	(D)	(D)	1	(D)
505	Metals and minerals, except petroleum.....	9	41 250	2 727	122	7	(D)	(D)	(D)	2	(D)
506	Electrical goods.....	24	79 278	5 226	273	17	17 289	3 294	211	7	61 989
507	Hardware, and plumbing and heating equipment and supplies.....	22	38 384	3 280	179	15	18 252	2 173	130	7	20 132
508	Machinery, equipment, and supplies.....	79	114 168	9 235	576	64	56 660	6 852	466	15	57 508
509	Miscellaneous durable goods.....	18	11 335	806	46	14	(D)	(D)	(D)	4	(D)
<b>51</b>	<b>Nondurable goods.....</b>	<b>103</b>	<b>886 802</b>	<b>23 564</b>	<b>1 391</b>	<b>80</b>	<b>654 915</b>	<b>18 563</b>	<b>1 165</b>	<b>23</b>	<b>231 887</b>
511	Paper and paper products.....	11	(D)	(D)	(D)	8	(D)	(D)	(D)	3	(D)
512	Drugs, drug proprietaries and druggists' sundries...	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions.....	7	(D)	(D)	(D)	5	(D)	(D)	(D)	2	(D)
514	Groceries and related products.....	28	(D)	(D)	(D)	20	27 209	2 746	209	8	(D)
515	Farm-product raw materials.....	1	(D)	(D)	(D)	-	-	-	-	1	(D)
516	Chemicals and allied products.....	12	(D)	(D)	(D)	10	(D)	(D)	(D)	2	(D)
517	Petroleum and petroleum products.....	12	(D)	(D)	(D)	10	204 508	3 813	241	2	(D)
518	Beer, wine and distilled alcoholic beverages.....	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
519	Miscellaneous nondurable goods.....	27	(D)	(D)	(D)	23	48 271	2 860	221	4	(D)

**Table 7. Summary Statistics for Places With 200 Establishments or More: 1982**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A. For information on geographic areas followed by Δ, see appendix F]

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types		
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)	Sales (\$1,000)
<b>MANCHESTER</b>											
	<b>Wholesale trade.....</b>	<b>222</b>	<b>767 022</b>	<b>54 142</b>	<b>3 065</b>	<b>183</b>	<b>638 537</b>	<b>41 067</b>	<b>2 544</b>	<b>39</b>	<b>128 485</b>
<b>50</b>	<b>Durable goods.....</b>	<b>154</b>	<b>325 384</b>	<b>33 811</b>	<b>1 762</b>	<b>128</b>	<b>249 856</b>	<b>24 450</b>	<b>1 416</b>	<b>26</b>	<b>75 528</b>
501	Motor vehicles and automotive parts and supplies...	27	56 644	6 348	368	25	(D)	(D)	(D)	2	(D)
502	Furniture and home furnishings.....	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
503	Lumber and other construction materials.....	17	67 645	3 064	176	16	(D)	(D)	(D)	1	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies.....	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
505	Metals and minerals, except petroleum.....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-

**Table 7. Summary Statistics for Places With 200 Establishments or More: 1982—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A. For information on geographic areas followed by Δ, see appendix F]

SIC code	Geographic area and kind of business	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types	
						Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)
<b>MANCHESTER—Con.</b>										
<b>50</b>	<b>Durable goods—Con.</b>									
506	Electrical goods .....	22	45 623	4 296	219	20	(D)	(D)	(D)	2 (D)
507	Hardware, and plumbing and heating equipment and supplies .....	17	33 696	3 684	223	15	(D)	(D)	(D)	2 (D)
508	Machinery, equipment, and supplies .....	55	90 705	13 497	612	38	33 519	5 180	311	17 57 186
509	Miscellaneous durable goods .....	6	(D)	(D)	(D)	4	(D)	(D)	(D)	2 (D)
<b>51</b>	<b>Nondurable goods .....</b>	<b>68</b>	<b>441 638</b>	<b>20 331</b>	<b>1 303</b>	<b>55</b>	<b>388 681</b>	<b>16 617</b>	<b>1 128</b>	<b>13 52 957</b>
511	Paper and paper products .....	12	20 359	3 206	191	9	(D)	(D)	(D)	3 (D)
512	Drugs, drug proprietaries and druggists' sundries .....	1	(D)	(D)	(D)	1	(D)	(D)	(D)	- (D)
513	Apparel, piece goods, and notions .....	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1 (D)
514	Groceries and related products .....	31	238 134	9 833	587	23	189 834	6 798	441	8 48 300
515	Farm-product raw materials .....	-	-	-	-	-	-	-	-	- -
516	Chemicals and allied products .....	5	(D)	(D)	(D)	5	(D)	(D)	(D)	- -
517	Petroleum and petroleum products .....	3	(D)	(D)	(D)	3	(D)	(D)	(D)	- -
518	Beer, wine and distilled alcoholic beverages .....	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1 (D)
519	Miscellaneous nondurable goods .....	9	(D)	(D)	(D)	9	(D)	(D)	(D)	- -

**Table 8. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1982**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A. For information on geographic areas followed by Δ, see appendix F]

Geographic area	Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers			Other operating types	
					Estab-lish-ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab-lish-ments (number)
<b>New Hampshire .....</b>	<b>1 487</b>	<b>4 089 957</b>	<b>292 740</b>	<b>16 493</b>	<b>1 220</b>	<b>2 754 164</b>	<b>208 018</b>	<b>12 793</b>	<b>267 1 335 793</b>
Belknap County .....	53	85 905	5 654	394	44	53 684	4 582	333	9 32 221
Laconia .....	31	(D)	(D)	(D)	25	(D)	(D)	(D)	6 28 384
Balance of county .....	22	(D)	(D)	(D)	19	(D)	(D)	(D)	3 3 837
Carroll County .....	50	63 358	4 739	320	39	(D)	(D)	(D)	11 (D)
Cheshire County .....	92	212 451	13 445	850	74	174 899	11 934	746	18 37 552
Keene .....	53	171 283	9 370	572	46	155 644	8 770	512	7 15 639
Balance of county .....	39	41 168	4 075	278	28	19 255	3 164	234	11 21 913
Coos County .....	48	226 913	15 675	827	44	(D)	(D)	(D)	4 (D)
Berlin .....	24	27 840	3 008	187	23	(D)	(D)	(D)	1 (D)
Balance of county .....	24	199 073	12 667	640	21	(D)	(D)	(D)	3 (D)
Grafton County .....	85	138 500	10 428	743	82	(D)	(D)	(D)	3 (D)
Lebanon .....	26	55 415	4 502	292	25	(D)	(D)	(D)	1 (D)
Balance of county .....	59	83 085	5 926	451	57	(D)	(D)	(D)	2 (D)
Hillsborough County .....	559	1 607 609	139 875	7 329	435	1 078 986	93 282	5 460	124 528 623
Goffstown town .....	10	9 247	927	47	10	9 247	927	47	- -
Hudson town .....	29	59 488	8 743	432	25	51 255	8 477	422	4 8 233
Manchester .....	222	767 022	54 142	3 065	183	638 537	41 067	2 544	39 128 485
Merrimack town .....	28	41 892	3 990	268	24	(D)	(D)	(D)	4 (D)
Nashua .....	126	431 612	38 911	1 956	99	221 656	22 473	1 247	27 209 956
Balance of county .....	144	298 348	33 162	1 561	94	(D)	(D)	(D)	50 (D)
Merrimack County .....	150	265 308	31 307	1 792	133	198 428	22 200	1 320	17 66 880
Concord .....	77	159 788	21 201	1 148	68	107 564	12 671	706	9 52 224
Franklin .....	3	1 398	207	11	3	1 398	207	11	- -
Balance of county .....	70	104 122	9 899	633	62	89 466	9 322	603	8 14 656
Rockingham County .....	323	1 283 736	53 677	3 157	261	892 232	42 597	2 679	62 391 504
Derry town .....	29	40 459	2 652	190	23	22 866	2 248	174	6 17 593
Exeter town .....	29	161 373	3 449	189	24	(D)	(D)	(D)	5 (D)
Hampton town .....	17	65 312	2 555	123	12	17 068	985	45	5 48 244
Londonderry town .....	27	90 909	9 356	487	17	54 556	7 153	402	10 36 353
Portsmouth .....	54	191 823	12 899	736	48	167 852	11 391	667	6 23 971
Salem town .....	30	55 286	4 879	285	24	(D)	(D)	(D)	6 (D)
Balance of county .....	137	678 574	17 887	1 147	113	549 962	13 696	977	24 128 612
Strafford County .....	83	146 246	12 022	685	69	97 204	9 744	544	14 49 042
Dover .....	34	76 379	6 017	316	26	57 048	5 391	279	8 19 331
Durham town .....	6	24 863	1 598	77	4	(D)	(D)	(D)	2 (D)
Rochester .....	25	26 481	2 684	165	24	(D)	(D)	(D)	1 (D)
Somersworth .....	11	16 246	1 318	99	8	(D)	(D)	(D)	3 (D)
Balance of county .....	7	2 277	405	28	7	2 277	405	28	- -
Sullivan County .....	44	59 931	5 918	396	39	(D)	(D)	(D)	5 (D)
Claremont .....	28	48 967	4 511	303	25	(D)	(D)	(D)	3 (D)
Balance of county .....	16	10 964	1 407	93	14	(D)	(D)	(D)	2 (D)

**Table 9. Counties Ranked by Volume of Sales: 1982**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A. For information on geographic areas followed by Δ, see appendix F]

Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative		Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
<b>New Hampshire</b> .....	<b>(X)</b>	<b>4 089 957</b>	<b>4 089 957</b>	<b>100.0</b>	<b>New Hampshire—Con.</b>				
Hillsborough .....	1	1 607 609	1 607 609	39.3	Grafton .....	7	138 500	3 880 763	94.9
Rockingham .....	2	1 283 736	2 891 345	70.7	Belknap .....	8	85 905	3 966 668	97.0
Merrimack .....	3	265 308	3 156 653	77.2	Carroll .....	9	63 358	4 030 026	98.5
Coos .....	4	226 913	3 383 566	82.7	Sullivan .....	10	59 931	4 089 957	100.0
Cheshire .....	5	212 451	3 596 017	87.9					
Strafford .....	6	146 246	3 742 263	91.5					

<sup>1</sup>Counties with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.

**Table 10. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1982**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1977 and 1982 censuses, see appendix A. For information on geographic areas followed by Δ, see appendix F]

Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative		Geographic area	Rank <sup>1</sup>	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
<b>New Hampshire</b> .....	<b>(X)</b>	<b>4 089 957</b>	<b>4 089 957</b>	<b>100.0</b>	<b>New Hampshire—Con.</b>				
Manchester .....	1	767 022	767 022	18.8	Lebanon .....	11	55 415	2 230 404	54.5
Nashua .....	2	431 612	1 198 634	29.3	Salem town .....	12	55 286	2 285 690	55.9
Portsmouth .....	3	191 823	1 390 457	34.0	Claremont .....	13	48 967	2 334 657	57.1
Keene .....	4	171 283	1 561 740	38.2	Merrimack town .....	14	41 892	2 376 549	58.1
Exeter town .....	5	161 373	1 723 113	42.1	Derry town .....	15	40 459	2 417 008	59.1
Concord .....	6	159 788	1 882 901	46.0	Berlin .....	16	27 840	2 444 848	59.8
Londonderry town .....	7	90 909	1 973 810	48.3	Rochester .....	17	26 481	2 471 329	60.4
Dover .....	8	76 379	2 050 189	50.1	Durham town .....	18	24 863	2 496 192	61.0
Hampton town .....	9	65 312	2 115 501	51.7	Somersworth .....	19	16 246	2 512 438	61.4
Hudson town .....	10	59 488	2 174 989	53.2	Goffstown town .....	20	9 247	2 521 685	61.7
					Franklin .....	21	1 398	2 523 083	61.7
					Laconia .....	(X)	(D)	(X)	(X)

<sup>1</sup>Places with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.



# APPENDIX A.

## General Explanation

### CENSUS COVERAGE AND METHODOLOGY

**Structure and method of enumeration**—All wholesale firms that had at least one quarter of payroll in 1982 were included in the census of wholesale trade and were mailed either a regular census form or a short classification form. The coverage and the method of obtaining census information from each follow:

1. Large companies, i.e., all multiunit firms and all single-unit firms above the payroll size cutoff established to separate large from small employers, and a 10-percent sample of the small employers were mailed the appropriate 1982 Census of Distributive Trades establishment report forms. Although the payroll cutoff varied by kind of business, small employers generally included firms with one to three employees and represented about 10 percent of total wholesale sales. For the large companies, a report of company organization is conducted periodically to identify firms which operated establishments at more than one location and to obtain information on payroll and mid-March employment at each location. The 1981 Report of Company Organization was used as a coverage check in the census. In the census mailing package containing the appropriate 1982 questionnaires, multiestablishment firms also were sent a form to use in updating the list of establishments with those opened since 1981.
2. Small companies other than those included in the 10-percent sample described above were mailed the classification forms, which did not include questions on payroll, employment, and sales by commodity lines. Data on payroll and employment for these firms were derived or estimated from administrative records of other Federal agencies.

**Method of classifying kinds of business**—Establishments receiving the regular census forms were classified on the basis of their answers to questions on sales by commodity lines and other inquiries. Those that received classification forms were classified on the basis of their self-designation and answers to other inquiries.

### COMPARABILITY OF THE 1977 AND 1982 CENSUSES

The 1977 and 1982 censuses were conducted under similar conditions and procedures except for the following:

**Geographic areas**—The boundaries of a number of areas for which data are shown in the 1982 census are not the same as in the 1977 census because of annexations, other boundary changes, redefinitions of SMSA's, and changes in qualifying criteria since 1977.

In 1977, separate data were published for certain census-defined unincorporated places with 25,000 inhabitants or more. For 1982, data for census-defined unincorporated places are no longer shown separately but are included as part of the "remainder of county" statistics. In addition, improved methods, used in the 1982 census for determining the proper geographic areas into which businesses are tabulated within a given county, resulted in a number of businesses that were not tabulated as part of the "remainder of county" statistics in previous censuses being included within the "remainder of county" for 1982.

In 1977, special economic urban areas (see Geographic Areas Covered in introductory text) in New England qualified for separate publication if they had an urban population of at least 2,500 and a total population of at least 10,000. For 1982, the urban population requirement has been eliminated, and the area must have a population of 10,000 to qualify for separate publication.

**Standard Industrial Classification**—In both 1982 and 1977, classifications are based on the 1972 Standard Industrial Classification (SIC) Manual<sup>1</sup> and on a supplement issued in 1977 showing minor revisions and clarifications to the SIC structure. As a result of a later clarification in 1982 by the SIC committee, the sale of crude oil from bulk storage facilities has been classified in petroleum bulk stations and terminals (5171) rather than petroleum and petroleum products (5172) as it was in 1977 and all previous censuses.

**Payroll and employment**—The 1977 employment item included three pay-period statistics omitted from the 1982 inquiry: the number of paid employees for the pay period including the 12th of May, August, and November. These statistics are collected and published by the Bureau of Labor Statistics.

**Inventories**—In 1982, inventories were reported at cost or market using generally accepted accounting methods. Inventories calculated on a last-in-first-out (LIFO) basis were reported before the LIFO adjustment. In 1977, inventories were reported by valuation method and summed to a total for each establishment; in prior censuses, all inventories were reported at cost. Method of valuation data are collected in the Annual Trade Survey.

### EXPLANATION OF TERMS

**Establishments**—An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise,

<sup>1</sup>Standard Industrial Classification Manual: 1972. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Stock No. 041-001-00066-6. 1977 Supplement. Stock No. 003-005-00176-0.

which may consist of one establishment or more. Census of wholesale trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Estimates of this number were derived from a sample and will be provided in the Miscellaneous Subjects report (WC82-I-4). Each census report was tabulated according to the physical location at which the business was conducted. The count of establishments in this publication represents the number in business at the end of the year.

A comparison of the number of establishments in business at the end of the year versus the number active any time during the year for the United States as a whole is presented by kind-of-business group in appendix G of the United States Summary report included as part of this series.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted under the same ownership at a single location, and when conditions prescribed by the SIC manual for recognizing the existence of more than one establishment were met, separate establishment reports for each of the different activities were obtained in the census.

**Firms**—A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. For economic census purposes, the terms "firm" and "company" are synonymous.

**Sales**—Sales include merchandise sold for cash or credit at wholesale and retail by establishments primarily engaged in wholesale trade; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed on to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and non-operating income from such sources as investments, rental or sale of real estate, etc.

Sales in this report do not include wholesale sales made by manufacturers, retailers, service establishments, or other businesses whose primary activity is other than wholesale trade. They do include receipts other than from the sales of merchandise at wholesale, e.g., service receipts, retail sales, etc., by establishments primarily engaged in wholesale trade.

Although the count of establishments represents the number in business at the end of the year, the sales figures include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represent the value of the goods involved in the transactions rather than the commissions received or earnings.

**Annual payroll**—Payroll includes all forms of compensation such as salaries, wages, commissions, bonuses, vacation allowance, sick-leave pay, and the value of payments in kind (e.g., free meals and lodgings), paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the Internal Revenue Service on form 941.

**First quarter payroll**—This item consists of payroll, as defined above, paid to persons employed at any time during the quarter January to March 1982.

**Paid employees for pay period including March 12**—Paid employees consist of the full-time and part-time employees, including salaried officers and executives of corporations, who were on the payroll in the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS form 941.

**1982 and 1981 inventories**—Inventories consist of stocks of merchandise for sale at the end of 1982 and 1981. They are reported on an ownership basis; all merchandise owned by reporting establishments is included, even though some may be held by others for sale on consignment. Goods held by the reporting establishment, but owned by others, are not included. Data for 1982 and 1981 inventories LIFO composition will be published in the 1982 Census of Wholesale Trade Miscellaneous Subjects report (WC82-I-4).

**Operating expenses**—Operating expenses include payroll as well as overhead expenses of the establishment. They do not include the cost of goods sold or income or excise taxes. Nor do they include withdrawals by proprietors or partners of unincorporated businesses.

**Auxiliary establishments**—Each company included in the census was asked to identify and report separately those auxiliary locations whose primary functions were to manage, administer, service, or support the activities of the other establishments of the company. Data for auxiliaries which primarily service wholesale establishments are presented for selected industrial classifications in tables included in the United States Summary report. Data for auxiliaries are presented for more detailed industry breakdowns in a subsequent report issued as part of the 1982 Enterprise Statistics reports.

## KIND-OF-BUSINESS CLASSIFICATIONS

Wholesale trade, major groups 50 and 51 in the 1972 SIC manual, includes establishments primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

The principal types of establishments included are:

1. Merchant wholesalers who take title to the goods they sell, such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, drop shippers, retailer cooperative warehouses, terminal elevators, and cooperative buying associations.
2. Manufacturers' sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose of marketing their products.
3. Agents, brokers, and commission merchants who buy or sell products owned by others on a commission or agency basis.

Establishments primarily engaged in the wholesale distribution of used products are classified on the basis of the product sold.

Establishments primarily engaged in selling merchandise to contractors are included in wholesale trade, with the exception of lumber yards and paint, glass, and wallpaper stores. These exceptions are classified in retail trade if they sell to the general public, even if a higher proportion of their sales is made to contractors.

Establishments covered by the census were assigned a kind-of-business classification according to the industry classifications defined in the 1972 SIC Manual. When a more detailed classification was needed than that defined in the SIC Manual, more kinds of business were identified within a SIC.

Kind-of-business classifications are not interchangeable with commodity classifications, because most businesses sell several kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or the commodity group which is the primary source of the establishment's receipts, or some mixture of commodities which characterizes the establishment's business. Thus, the classification of establishments by kind of business generally does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the groceries and related products classification excludes establishments selling food if the sale of food is not the primary source of receipts; moreover, even though establishments are classified as groceries and related products, some of their receipts may be derived from the sale of nonfood products. Information on the extent to which commodities are handled by different kinds of business is available in the 1982 Census of Wholesale Trade report, Commodity Line Sales (WC82-I-3).

Descriptions of the 1982 Census of Wholesale Trade kind-of-business classifications follow:

### Durable Goods (SIC Major Group 50)

This major group includes establishments primarily engaged in the wholesale distribution of durable goods.

#### Motor vehicles and automotive parts and supplies (SIC 501)

**Automobiles and other motor vehicles (SIC 5012)**—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles, trucks, and other motor vehicles. Automobile distributors primarily engaged in selling at retail to individual consumers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale to dealers, are classified in SIC 5511.

SIC 5012 is subdivided in some tables into—

1. New and used automobiles and motorcycles.
2. Trucks and tractors.

**Automotive parts and supplies (SIC 5013)**—Establishments primarily engaged in the wholesale distribution of automotive parts, supplies, accessories, tools, and equipment.

SIC 5013 is subdivided in some tables into—

1. New automotive parts, accessories, and equipment—warehouse distributors (without machine shop).
2. New automotive parts, accessories, and equipment—jobbers (without machine shop).
3. New automotive parts, accessories, and equipment—warehouse distributors (with machine shop).
4. New automotive parts, accessories and equipment—jobbers (with machine shop).
5. Used automotive parts, equipment, and supplies.
6. Petroleum products marketing equipment.

**Tires and tubes (SIC 5014)**—Establishments primarily engaged in the wholesale distribution of rubber tires and tubes for passenger and commercial vehicles.

#### Furniture and home furnishings (SIC 502)

**Furniture (SIC 5021)**—Establishments primarily engaged in the wholesale distribution of furniture, including bedsprings, mattresses, and other household furniture; office furniture; and furniture for public parks, buildings, etc.

SIC 5021 is subdivided in some tables into—

1. Household and lawn furniture.
2. Office and business furniture.

**Home furnishings (SIC 5023)**—Establishments primarily engaged in the wholesale distribution of home furnishings and homewares, including antiques, china, glassware, and earthenware; lamps, curtains, and draperies; linens and towels; and carpets, linoleum, and all other types of hard and soft surface floor coverings.

Establishments primarily engaged in the wholesale distribution of electrical household goods are classified in SIC 5064.

SIC 5023 is subdivided in some tables into—

1. China, glassware, and crockery.
2. Linens, domestics, curtains, etc.
3. Floor coverings.
4. Other home furnishings.

### **Lumber and other construction materials (SIC 503)**

**Lumber, plywood and millwork (SIC 5031)**—Establishments, with or without yards, primarily engaged in the wholesale distribution of rough, dressed, and finished lumber (but not timber); plywood; door and window frames (wood or metal); and other wood and metal millwork. Establishments selling lumber, plywood, and millwork to the general public and known as "retail" in the trade are classified in SIC 5211.

SIC 5031 is subdivided in some tables into—

1. Lumber-without yard.
2. Lumber-with yard.
3. Plywood and millwork (metal or wood).

**Construction materials, n.e.c. (SIC 5039)**—Establishments primarily engaged in the wholesale distribution of such building materials as brick, building stone, cement, granite, gravel, lime, marble, plaster, building glass, roofing materials, sand, and tile. Establishments selling construction materials to the general public and known as retail in the trade are classified in SIC 5211. Establishments primarily selling ready-mix concrete are classified in manufacturing SIC 3273.

SIC 5039 is subdivided in some tables into—

1. Brick, stone, tile, sand, etc.
2. Flat glass and other construction glass.
3. Roofing, siding, and insulation materials.
4. Other construction materials.

### **Sporting, recreational, photographic, and hobby goods, toys and supplies (SIC 504)**

**Sporting and recreational goods and supplies (SIC 5041)**—Establishments primarily engaged in the wholesale distribution of all types of sporting goods and accessories, billiard and pool supplies; firearms and ammunition; and marine pleasure craft, equipment, and supplies.

**Toys and hobby goods and supplies (SIC 5042)**—Establishments primarily engaged in the wholesale distribution of games, toys, and hobby goods and supplies.

**Photographic equipment and supplies (SIC 5043)**—Establishments primarily engaged in the wholesale distribution of photographic equipment and supplies. Establishments primarily engaged in the wholesale distribution of photocopy equipment are classified in SIC 5081.

### **Metals and minerals, except petroleum (SIC 505)**

**Metals service centers and offices (SIC 5051)**—Establishments primarily engaged in marketing ferrous and nonferrous metal semi-finished products. Establishments in this industry may operate with inventories (metals service centers) or without inventories (metals sales offices).

SIC 5051 is subdivided in some tables into—

1. Ferrous metals service centers and sales offices.
  - a. Ferrous metals service centers.
  - b. Ferrous metals sales offices.
2. Nonferrous metals service centers and sales offices.

**Coal and other minerals and ores (SIC 5052)**—Establishments primarily engaged in the wholesale distribution of coal and coke; copper, iron, lead, and other metallic ores except precious; and crude nonmetallic minerals (including concentrates) except crude petroleum. Establishments primarily engaged in the wholesale distribution of nonmetallic minerals used in construction, such as sand and gravel, are classified in SIC 5039.

SIC 5052 is subdivided in some tables into—

1. Coal.
2. Other minerals and ores.

### **Electrical goods (SIC 506)**

This group includes establishments primarily engaged in the wholesale distribution of electrical generating, distributing, and wiring equipment. It also includes household appliances whether electrically, manually, or mechanically powered, such as washing machines powered by gasoline motors and sewing machines powered manually. This group does not include electrical commercial and industrial machines, i.e., those in which electricity does the work directly, such as by heating, turning a shaft, or ionizing a substance, or electrically powered commercial and industrial machines, which are classified in SIC 508.

**Electrical apparatus and equipment (SIC 5063)**—Establishments primarily engaged in the wholesale distribution of electrical power equipment for the generation, transmission, or utilization of electric energy; and electrical construction materials for outside power transmission lines and for electrical systems. Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are classified in SIC 1731.

**Electrical appliances, television and radio sets (SIC 5064)**—Establishments primarily engaged in the wholesale distribution of radio and television sets and household electrical appliances.

**Electronic parts and equipment (SIC 5065)**—Establishments primarily engaged in the wholesale distribution of electronic parts and equipment, such as industrial and radio and television receiving and transmitting electronic tubes; electronic intercommunication



equipment; radio parts and accessories; and electronic sound equipment. Establishments primarily engaged in the wholesale distribution of radio and television receiving sets and phonographs are classified in SIC 5064.

### **Hardware, and plumbing and heating equipment and supplies (SIC 507)**

**Hardware (SIC 5072)**—Establishments primarily engaged in the wholesale distribution of hardware, such as builders; shelf or light hardware; hand tools (except automotive and machinists' precision); hand saws and cutlery; brads, staples, and tacks; and bolts, nuts, rivets, and screws. Establishments primarily engaged in the wholesale distribution of nails, noninsulated wire, and screening are classified in SIC 5051.

**Plumbing and heating equipment and supplies (hydronics) (SIC 5074)**—Establishments primarily engaged in the wholesale distribution of hydronic plumbing and heating equipment and supplies. Construction contractors primarily engaged in installing plumbing and heating equipment from their own stock are classified in SIC 1711.

**Warm air heating and air conditioning equipment and supplies (SIC 5075)**—Establishments primarily engaged in the distribution of warm air heating and air conditioning equipment and supplies. Construction contractors primarily engaged in installing warm air heating and air conditioning equipment are classified in SIC 1711.

**Refrigeration equipment and supplies (SIC 5078)**—Establishments primarily engaged in the distribution of refrigeration equipment and supplies. Construction contractors primarily engaged in installing refrigeration equipment from their own stock are classified in SIC 1711.

### **Machinery, equipment, and supplies (SIC 508)**

**Commercial machines and equipment (SIC 5081)**—Establishments primarily engaged in wholesaling commercial machines and equipment, such as office, store, and business machines and equipment; commercial food service equipment; and fountain and store fixtures.

SIC 5081 is subdivided in some tables into—

1. Office machines and equipment.
2. Restaurant and hotel equipment and supplies.
3. Store machines and equipment.

**Construction and mining machinery and equipment (SIC 5082)**—Establishments primarily engaged in marketing cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor-mounted equipment, and other specialized machinery and equipment used in the construction, mining, and logging industries. Establishments engaged in marketing oil machinery and equipment are classified in SIC 5084.

**Farm and garden machinery and equipment (SIC 5083)**—Establishments primarily engaged in marketing agricultural machinery and equipment for use in preparation and maintenance of the soil, planting and harvesting

of crops, and other operations and processes pertaining to work on the farm or the lawn or garden; and dairy and other livestock equipment.

SIC 5083 is subdivided in some tables into—

1. Farm machinery and equipment-farm dealers.
2. Farm machinery and equipment-wholesale distributors.
3. Garden machinery and equipment.

**Industrial machinery and equipment (SIC 5084)**—Establishments primarily engaged in marketing industrial machinery and equipment, such as metalworking tools, food industries machinery, oil well and oil refining machinery, industrial trucks and tractors (except over-the-road types), printing machinery, and machinery and equipment for other manufacturing industries.

SIC 5084 is subdivided in some tables into—

1. Food-processing machinery, equipment, and parts.
2. General-purpose industrial machinery, equipment, and parts.
3. Metalworking machinery, equipment, and parts.
4. Materials handling equipment and parts.
5. Oil well, oil refinery, and pipeline machinery, equipment, and supplies.
6. Other industrial machinery, equipment, and parts. Establishments primarily engaged in selling special purpose industrial machinery not elsewhere classified, including printing machinery, woodworking machinery, shoemaking machinery, paper and paper products machinery, smelting and metal refining machinery and equipment, cigar- and cigarette-making machinery, and similar special industry machinery.

**Industrial supplies (SIC 5085)**—Establishments primarily engaged in marketing industrial supplies, such as abrasives and abrasive materials, rope and cordage, and mechanical rubber goods; welding supplies; mechanical power transmission supplies, including bearings; industrial valves and fittings; metal containers; industrial leather; and reconditioned barrels and drums.

SIC 5085 is subdivided in some tables into—

1. General-line industrial supplies.
2. Mechanical power transmission supplies.
3. Industrial valves and fittings.
4. Welding supplies.
5. Industrial containers and supplies.
6. Other industrial supplies—Establishments primarily engaged in selling a special line of industrial materials and supplies not elsewhere classified, such as abrasives, mechanical rubber goods, ropes and cordage, and industrial diamonds.

**Professional equipment and supplies (SIC 5086)**—Establishments primarily engaged in the wholesale distribution of mechanical devices and other equipment used by architects, dentists, engineers,

physicians, surgeons, veterinarians, optometrists, osteopaths, and other professional groups.

SIC 5086 is subdivided in some tables into—

1. Dental supplies.
2. Religious and school supplies.
3. Surgical, medical, and hospital supplies.
4. Optical and ophthalmic goods.
5. Other professional equipment and supplies—Establishments primarily engaged in selling specialty lines of professional equipment and supplies not mentioned above, such as veterinarian equipment and supplies, drafting supplies, and scientific equipment.

**Service establishment equipment and supplies (SIC 5087)**—Establishments primarily engaged in the wholesale distribution of equipment and supplies for barber shops, beauty parlors, power laundries, dry-cleaning plants, upholsterers, undertakers, and related personal service establishments.

SIC 5087 is subdivided in some tables into—

1. Beauty and barber equipment and supplies.
2. Custodial (janitors') equipment and supplies.
3. Laundry and dry-cleaning equipment and supplies.
4. Other service establishment equipment and supplies—Establishments primarily engaged in selling a specialty line of service establishment supplies, such as upholsterers' equipment and supplies, seamstresses' supplies, tailors' supplies, undertakers' supplies, municipality equipment and supplies, and shoe repair supplies.

**Transportation equipment and supplies, except motor vehicles (SIC 5088)**—Establishments primarily engaged in the wholesale distribution of transportation equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and motor parts are classified in SIC 501.

SIC 5088 is subdivided in some tables into—

1. Aircraft and aeronautical equipment and supplies.
2. Marine machinery, equipment, and supplies.
3. Other transportation equipment and supplies—Establishments primarily engaged in selling equipment and supplies used in the operation, maintenance, and repair of railroads, streetcars, buses, tramways, aerial hoists, and horsedrawn vehicles.

#### **Miscellaneous durable goods (SIC 509)**

**Scrap and waste materials (SIC 5093)**—Establishments primarily engaged in assembling, breaking up, sorting, and wholesale distribution of scrap and waste materials. This industry includes auto wreckers engaged in dismantling automobiles for scrap. However, those engaged in dismantling cars for the purpose of selling secondhand parts at retail are classified in SIC 5931.

SIC 5093 is subdivided in some tables into—

1. Iron and steel scrap processors and dealers.

- a. Iron and steel scrap processors (using power processing equipment).

- b. Iron and steel scrap dealers (not using power processing equipment).

2. Waste and secondary materials.

**Jewelry, watches, diamonds and other precious stones (SIC 5094)**—Establishments primarily engaged in the wholesale distribution of jewelry, precious stones and metals, costume jewelry, watches, clocks, silverware, and jewelers' findings.

**Durable goods, n.e.c. (SIC 5099)**—Establishments primarily engaged in the wholesale distribution of durable goods, not elsewhere classified, such as musical instruments and forest products, except lumber.

SIC 5099 is subdivided in some tables into—

1. Musical instruments and supplies.
2. Forest products, except lumber.
3. Other durable goods.

#### **Nondurable goods (SIC Major Group 51)**

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods.

#### **Paper and Paper Products (SIC 511)**

**Printing and writing paper (SIC 5111)**—Establishments primarily engaged in the wholesale distribution of writing paper, including envelope paper; fine paper; and ground wood, printing, and rotogravure paper.

**Stationery supplies (SIC 5112)**—Establishments primarily engaged in the wholesale distribution of stationery and office supplies, including envelopes, typewriter and mimeograph paper, file cards and folders, pens, social stationery, and greeting cards.

**Industrial and personal service paper (SIC 5113)**—Establishments primarily engaged in the wholesale distribution of wrapping and other coarse paper, paperboard, cellophane, and converted paper products, such as bags, boxes, dishes, napkins, and shipping supplies.

#### **Drugs, drug proprietaries and druggists' sundries (SIC 512)**

**Drugs, drug proprietaries, and druggists' sundries (SIC 5122)**—Establishments primarily engaged in the wholesale distribution of drugs, drug proprietaries, druggists' sundries, and toiletries. Establishments primarily engaged in the wholesale distribution of surgical, dental, and hospital equipment are classified in SIC 5086.

SIC 5122 is subdivided in some tables into—

1. General-line drugs—These are distinguished from speciality-line drug and toiletries wholesalers on the basis of their commodity-line mix. Drug wholesalers were classified as general line if they reported a substantial portion of their sales in "drugs and pharmaceuticals" and a combination of

“proprietary (patent) medicines,” “cosmetics,” “perfumes,” and “other toiletries and druggists’ sundries.”

2. Specialty-line pharmaceuticals, cosmetics, and toiletries.

### **Apparel, piece goods, and notions (SIC 513)**

**Piece goods (woven fabrics) (SIC 5133)**—Establishments primarily engaged in the wholesale distribution of piece goods or yard goods of natural or synthetic fibers. “Converters” who buy goods in the grey, have them finished on contract, and sell at wholesale are included here. This industry does not include establishments primarily engaged in the wholesale distribution of home furnishings, which are classified in SIC 5023.

SIC 5133 is subdivided in some tables into—

1. Piece goods jobbers.
2. Piece goods converters.

**Notions and other dry goods (SIC 5134)**—Establishments primarily engaged in the wholesale distribution of notions (sewing and hair accessories, etc.), knit goods, and other dry goods, except piece goods.

**Men’s and boys’ clothing and furnishings (SIC 5136)**—Establishments primarily engaged in the wholesale distribution of men’s and boys’ apparel and furnishings, sportswear, hosiery, underwear, nightwear, and work clothing.

**Women’s, children’s and infants’ clothing and accessories (SIC 5137)**—Establishments primarily engaged in the wholesale distribution of women’s, children’s, and infants’ clothing and accessories, including hosiery, lingerie, millinery and millinery supplies, and furs.

**Footwear (SIC 5139)**—Establishments primarily engaged in the wholesale distribution of footwear made of leather, rubber, and other materials.

### **Groceries and related products (SIC 514)**

**Groceries, general line (SIC 5141)**—Establishments primarily engaged in the wholesale distribution of a general line of groceries. Establishments primarily engaged in roasting coffee, blending tea, or grinding and packaging spices are classified in SIC major group 20.

SIC 5141 is subdivided in some tables into—

1. Voluntary group wholesalers.
2. Retail cooperative wholesalers.
3. Other general-line wholesalers.

**Frozen foods (SIC 5142)**—Establishments primarily engaged in the wholesale distribution of packaged quick-frozen vegetables, juices, meats, fish, poultry, pastries, and other “deep freeze” products. Establishments primarily engaged in the wholesale distribution of frozen dairy products are classified in SIC 5143. Frozen poultry, fish, and meat which are not packaged are classified in SIC 5144, 5146, and 5147, respectively.

**Dairy products (SIC 5143)**—Establishments primarily engaged in the wholesale distribution of dairy products, such as butter, cheese, ice cream and ices, and fluid milk and cream. This industry does not include establishments primarily engaged in pasteurizing and bottling milk, which are classified in SIC 202.

**Poultry and poultry products (SIC 5144)**—Establishments primarily engaged in the wholesale distribution of poultry and poultry products, except canned and packaged frozen products. This industry does not include establishments, primarily engaged in the killing and dressing of poultry, which are classified in SIC 2016. Establishments primarily engaged in the wholesale distribution of packaged frozen poultry are classified in SIC 5142, and of canned poultry in SIC 5149.

**Confectionery (SIC 5145)**—Establishments primarily engaged in the wholesale distribution of confectionery, such as candy, chewing gum, fountain fruits, salted or roasted nuts, popcorn, and fountain syrups; and potato, corn, and similar chips.

**Fish and seafoods (SIC 5146)**—Establishments primarily engaged in the wholesale distribution (not packaging) of fresh, cured, and frozen fish and seafoods, except canned (SIC 5149) or packaged frozen (SIC 5142). The preparation, packaging, and freezing of fresh fish and other seafood, and the shucking and packing of fresh oysters in nonsealed containers, are classified in SIC 2092.

**Meats and meat products (SIC 5147)**—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard. The wholesale distribution of frozen packaged meats is classified in SIC 5142 and canned meats in SIC 5149.

**Fresh fruits and vegetables (SIC 5148)**—Establishments primarily engaged in the wholesale distribution of fresh fruits and vegetables.

**Groceries and related products, n.e.c. (SIC 5149)**—Establishments primarily engaged in the wholesale distribution of groceries and related products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters, are classified in this industry, but establishments primarily engaged in bottling soft drinks are classified in SIC major group 20. This industry does not include farm-product raw materials (SIC 515), or beer, wine, and distilled alcoholic beverages (SIC 518).

SIC 5149 is subdivided in some tables into—

1. Coffee, tea, and spices.
2. Bread and baked goods.
3. Canned goods.
4. Food and beverage basic materials.
5. Other grocery specialties.

### **Farm-product raw materials (SIC 515)**

**Cotton (SIC 5152)**—Establishments primarily engaged in buying and/or marketing cotton and cotton linters.

**Grain (SIC 5153)**—Establishments primarily engaged in buying and/or marketing grain (such as corn, wheat, oats, barley, and unpolished rice); and dry beans, soybeans, and other inedible beans. Country grain elevators primarily engaged in buying or receiving grain from farmers are included, as are terminal elevators and other merchants marketing grain.

**Livestock (SIC 5154)**—Establishments primarily engaged in buying and/or marketing cattle, hogs, sheep, and goats. This industry also includes the operation of livestock auction markets.

**Farm-product raw materials, n.e.c. (SIC 5159)**—Establishments primarily engaged in buying and/or marketing farm products not elsewhere classified, such as horses and mules, leaf tobacco, hides, skins, furs, wool, mohair, raw silk, hops, and nuts, except roasted or salted (SIC 5145). Establishments primarily engaged in the wholesale distribution of milk are classified in SIC 5143 and live poultry in SIC 5144.

SIC 5159 is subdivided in some tables into—

1. Hides, skins, and pelts.
2. Leaf tobacco.
3. Wool, wool tops, and mohair.
4. Other farm-product raw materials.

#### **Chemicals and allied products (SIC 516)**

**Chemicals and allied products (SIC 5161)**—Establishments primarily engaged in the wholesale distribution of chemicals and allied products, not elsewhere classified, such as acids, industrial and heavy chemicals, dyestuffs, industrial salts, naval stores, plastics materials, rosin, and turpentine. Establishments primarily engaged in the wholesale distribution of ammunition are classified in SIC 5041; agricultural chemicals and pesticides in industry 5191; drugs in SIC 5122; and paints and varnishes in SIC 5198.

SIC 5161 is subdivided in some tables into—

1. Chemicals and allied products, except plastics and gases.
2. Plastics materials and basic forms.
3. Industrial gases, except LP.

#### **Petroleum and petroleum products (SIC 517)**

**Petroleum bulk stations and terminals (SIC 5171)**—Establishments primarily engaged in wholesaling petroleum products, including liquefied petroleum gas, from bulk liquid storage facilities.

SIC 5171 is subdivided in some tables into—

1. Petroleum bulk stations, except LP.
2. Petroleum bulk terminals, except LP.
3. Liquefied petroleum gas.

**Petroleum and petroleum products, except bulk stations and terminals (SIC 5172)**—Establishments primarily engaged in wholesaling petroleum and petroleum products, except those with bulk liquid storage facilities.

Included are packaged and bottled petroleum products distributors, truck jobbers, and others marketing petroleum and petroleum products at wholesale but without bulk liquid storage facilities.

#### **Beer, wine and distilled alcoholic beverages (SIC 518)**

**Beer and ale (SIC 5181)**—Establishments primarily engaged in the wholesale distribution of beer, ale, porter, and other fermented malt beverages.

**Wines and distilled alcoholic beverages (SIC 5182)**—Establishments primarily engaged in the wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blending wines and distilled liquors.

SIC 5182 is subdivided in some tables into—

1. Wine and distilled spirits—licensed operation.
2. Wine and distilled spirits—State operated.

#### **Miscellaneous nondurable goods (SIC 519)**

**Farm supplies (SIC 5191)**—Establishments primarily engaged in the wholesale distribution of animal feeds, fertilizers, agricultural chemicals, pesticides, seeds, and other farm supplies, except grains.

SIC 5191 is subdivided in some tables into—

1. Farm supplies—farm dealers.
2. Farm supplies—wholesale distributors.

**Tobacco and tobacco products (SIC 5194)**—Establishments primarily engaged in the wholesale distribution of tobacco and tobacco products. Leaf tobacco wholesalers are classified in SIC 5159 and establishments primarily engaged in stemming and redrying tobacco in SIC 2141.

**Paints, varnishes, and supplies (SIC 5198)**—Establishments primarily engaged in the wholesale distribution of paints, varnishes, wallpaper, and supplies. Glass is frequently handled. Establishments selling to the general public and known as "retail" in the trade are classified in SIC 5231.

**Nondurable goods, n.e.c. (SIC 5199)**—Establishments primarily engaged in the wholesale distribution of nondurable goods, not elsewhere classified, such as books, periodicals, and newspapers; art goods; flowers and florists' supplies; industrial yarn; and textile bags and bagging.

SIC 5199 is subdivided in some tables into—

1. Books, periodicals, newspapers.
2. Art goods.
3. Flowers and florists' supplies.
4. General merchandise.
5. Textile bags and bagging.
6. Specialty advertising (sale of merchandise).
7. Other nondurable goods.

## TYPE-OF-OPERATION CLASSIFICATIONS

In addition to being classified by kind of business, each wholesale establishment was classified for the census by type of operation according to the ownership of the business, ownership of the goods sold, or character of the principal transactions. Establishments in wholesale trade are grouped into the following three major types of operation and related subgroups:

**Merchant wholesalers**—Establishments primarily engaged in buying and selling merchandise on their own account. Included here are such types of establishments as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, importers, exporters, cash-and-carry wholesalers, retailer cooperative warehouses, terminal and country grain elevators, farm products assemblers, wholesale cooperative associations, and petroleum bulk plants and terminals operated by nonrefining companies.

**Wholesale distributors and jobbers**—Establishments primarily engaged in buying and selling merchandise in the domestic market and performing the principal wholesale functions of buying, stocking, selling, etc.

**Importers**—Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

**Exporters**—Establishments primarily engaged in purchasing goods in the United States and selling them to foreign customers.

**Terminal grain elevators**—Grain elevators primarily engaged in buying and selling grain received from country grain elevators and grain marketing establishments. They have sizable space for grain storage, and products are received primarily by rail or barge rather than by truck.

**Country grain elevators**—Grain elevators, cooperative or other, buying and receiving grain directly from farmers by truck and selling at wholesale.

**Assemblers of farm products, except country grain elevators**—Establishments primarily engaged in purchasing directly from farmers and assembling and marketing farm products at wholesale.

**Manufacturers' sales branches and offices**—Establishments maintained by manufacturing, refining, and mining companies apart from their plants or mines for marketing their products at wholesale. Branch stores selling to household consumers and individual users are classified in retail trade. Sales branches and sales offices located at plants and at administrative offices are included when separate records are available. In some tables, data are shown separately for manufacturers' sales branches and for sales offices. These two types of establishments differ in that sales offices do not carry stocks of merchandise for delivery to customers.

**Agents, brokers, and commission merchants**—Establishments whose operators are in business for themselves and are primarily engaged in selling or buying goods for others. Included here are such types of operations as auction companies, import agents, export agents, selling agents, merchandise brokers, and commission merchants. "Sales" as shown in census publications for agents, brokers, and commission merchants represent the gross sales (or purchase) value of the goods in the transactions negotiated.

**Auction companies**—Wholesale establishments primarily engaged in selling merchandise on an agency basis by auction.

**Import agents**—Merchandise agents and brokers in the domestic market buying merchandise from or selling merchandise for foreign firms.

**Export agents**—Merchandise agents and brokers in the domestic market selling to or buying for foreign customers.

**Manufacturers' agents**—Wholesale establishments in the domestic market selling for a limited number of manufacturers on a continuing agency basis.

**Brokers (representing buyers or sellers)**—Wholesale establishments primarily engaged in selling or buying merchandise in the domestic market on a brokerage basis but not receiving the goods on consignment.

**Commission merchants**—Wholesale establishments operating in the domestic market receiving goods for sale on consignment.



# APPENDIX B. General Questions



U.S. DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS  
FORM

## 1982 CENSUS OF DISTRIBUTIVE TRADES

O.M.B. APPROVAL NO. 0607-0287 EXPIRES 12/84

**NOTICE** - Response to this inquiry is required by law (Title 13, U.S. Code). By the same law, your report to the Census Bureau is confidential. It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

In correspondence pertaining to this report, please refer to this Census File Number (CFN)

Employer Identification (EI) Number

CB-5001

Please complete this form and RETURN TO

BUREAU OF THE CENSUS  
1201 East Tenth Street  
Jeffersonville, Indiana 47134

DUPLICATE: FEBRUARY 15, 1983

If you cannot file by the due date, a time extension request should be sent to the above address; please include your 11-digit Census File Number (CFN).

**Note** - Please read the accompanying instructions before answering the questions.

Please correct errors in name, address, and ZIP code. ENTER street and number if not shown.

**Item 1 - EMPLOYER IDENTIFICATION NUMBER**  
Is the Employer Identification (EI) Number shown in the label the SAME as that used for this establishment on its latest 1982 Employer's Quarterly Federal Tax Return, Treasury Form 941?

094 1  YES  
2  NO - Enter current EI Number

(9 digits)

**HOW TO REPORT DOLLAR FIGURES**

Value figures may be reported in dollars or rounded to thousands.

Example: If a figure is \$1,125,628, report either

Mil- lions (000)	Thou- sands (000)	Dol- lars (000)
1	126	
1	125	628

• PREFERRED  
Acceptable

**Item 2 - PHYSICAL LOCATION OF ESTABLISHMENT**  
Answer items a, b, c, and d

**NOTE:** P.O. boxes or rural routes are not physical locations.

a.  Same as shown in mailing label. If different, indicate change.

NUMBER AND STREET  
CITY TOWN VILLAGE ETC STATE ZIP CODE

b. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.?  
095 1  YES 3  No legal boundaries  
2  NO 4  Don't know

c. Type of municipality where physically located  
096 1  City, village, or borough 3  Other or don't know  
2  Town or township

d. Name of county where physically located

**Item 6 - DOLLAR VOLUME OF BUSINESS IN 1982**

a. Sales of merchandise and other operating receipts  
100  YES - Go to c  
2  NO - SKIP to e

b. Did this establishment sell merchandise on a commission or brokerage basis?  
101 Mil. Thou. Dol.  
102

c. Gross selling value of business conducted for the account of others (include in item 6a.)  
103

d. Dollar volume of commissions or brokerage received on transactions reported in item 6c  
104

e. What percentage of the products sold by this establishment did your company (including firms under common ownership or control) manufacture or mine in the United States or its possessions?  
Percent

f. Did this establishment have transfers (billings) to other establishments within your company?  
105  YES - Go to g  
2  NO - SKIP to h

g. Dollar volume of transfers (billings) to other establishments within your company (DO NOT include in item 6a.)  
109  YES  
2  NO

**Item 3 - OPERATIONAL STATUS**  
Number of months

a. How many months during 1982 did this firm or organization actively operate this establishment?  
002

b. Mark (X) the ONE box which best describes this establishment at the end of 1982.

001 1  In operation  
2  Temporarily or seasonally inactive  
3  Ceased operation - Give date  
4  Sold or leased to another operator - Give date at right AND enter name, etc., below

Month Day Year

NAME OF NEW OWNER OR OPERATOR  
NUMBER AND STREET  
CITY STATE ZIP CODE

**Item 7 - PAYROLL AND EMPLOYMENT**

a. Payroll in 1982, before deductions  
(1) Total ANNUAL payroll  
030 Mil. Thou. Dol.  
031

(2) FIRST QUARTER payroll  
Employment in 1982  
032 Number  
Number of paid employees for the pay period including March 12, 1982. (Include both full- and part-time employees.)

**Item 4 - ORGANIZATIONAL STATUS**  
Mark (X) the ONE box which best describes this establishment during 1982.

003 1  Individual proprietorship  
2  Partnership  
3  Cooperative association (taxable)  
4  Cooperative association (tax-exempt)  
5  Government - Specify  
6  Corporation (Do not mark if any form of cooperative association.)  
9  Other - Specify

**Item 8 - EMPLOYMENT BY PRINCIPAL ACTIVITY**  
Report the approximate number of employees at this establishment according to their principal activity during the pay period including March 12, 1982.

a. Selling  
130 Number  
131

b. Sales support (including office and clerical, warehousing, drivers, maintenance employees)  
132

c. Central administrative and auxiliary  
133

d. Manufacturing  
134

e. Other - Specify  
135

f. TOTAL - Sum of lines a through e should equal Item 7b →

**Item 5 - INVENTORIES**

	End of 1982			End of 1981		
	Mil.	Thou.	Dol.	Mil.	Thou.	Dol.
a. Did you have inventories at the end of the years specified?	110			120		
	1 <input type="checkbox"/> YES			1 <input type="checkbox"/> YES		
	2 <input type="checkbox"/> NO			2 <input type="checkbox"/> NO		
If "NO" for both years, SKIP to item 6.						
b. Report inventories at cost or market using generally accepted accounting methods. For inventories at LIFO cost use the sum of the LIFO amount plus the LIFO reserve when completing lines b and d.	046			047		
c. Amount of total on line b which was not subject to LIFO costing.	111			121		
d. Amount of total on line b which was subject to LIFO costing.	112			122		
(1) Amount of the LIFO reserve	113			123		
(2) LIFO value of line d	114			124		

**NOTE:** The sum of lines d(1) and d(2) should equal line c. The sum of lines c and d should equal line b.

**Item 9 - OPERATING EXPENSES**  
TDTAL 1982 operating expenses, including payroll but excluding cost of goods sold  
040 Mil. Thou. Dol.

**Item 10 - SALES BY CUSTOMER CLASSES**  
Report the approximate percentage of your 1982 sales (item 6a) to each of the customer classes listed.  
140 Report in whole percents

a. To farmers (for farm use)  
141

b. To builders and contractors  
142

c. Export sales  
143

d. To retailers and repair shops  
144

e. To wholesale establishments  
145

f. To household consumers and individual users  
146

g. To industrial users (manufacturing and mining)  
147

h. To institutional, commercial, and professional users  
148

i. To governmental bodies (federal, state, and local)  
149

j. TOTAL - Sum of lines a through i should add to 100% → 100%

PENALTY FOR FAILURE TO REPORT

CONTINUE ON PAGE 2

**Item 11 - TYPE OF OPERATION**  
 Mark (X) the ONE box which best describes the basis on which the major portion of your business was conducted in 1982.

a. Merchant (buying and selling on own account)  060  10  
 b. Manufacturers' sales branch or sales office  20  
 c. Broker, agent, commission merchant  
 (1) Auction company  41  
 (2) Broker (representing buyers or sellers)  42  
 (3) Commission merchant  43  
 (4) Manufacturers' agent  46  
 d. Other type of operation - Specify  77

**Item 12 - KIND OF BUSINESS**  
 Mark (X) the ONE box which best describes the PRINCIPAL kind of business of this establishment in 1982.  
 (Categories appropriate to individual form)

**Item 13 - COMMODITY LINES**  
 Report sales either in dollar figures (see example on page 1) or as percent (in whole percents) of the total (see example below).

HOW TO REPORT PERCENTS	If figure is 38.76% of total sales	Mil.	Thou.	Dol.	Per-cent
	Report whole percents				39
	Not acceptable				38.76

Commodity lines	Census use	Estimated sales during 1982	Mil.	Thou.	Dol.	Per-cent

(Categories appropriate to individual form)

**NOTE**  
 Answer item 14 only if your Census File Number (CFN), shown in the address label of this report form, begins with a zero.

**Item 14 - OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION**

a. Is this company owned or controlled by another company?  
 098 1  YES  NO  
 2  YES  NO

ENTER OWNING OR CONTROLLING COMPANY NAME, ADDRESS, AND ZIP CODE

EI Number (9 digits) [ ][ ][ ][ ][ ][ ][ ][ ][ ][ ]

b. Does this company own or control any other company or companies?  
 098 1  YES  NO  
 2  YES  NO

ENTER OWNED OR CONTROLLED COMPANY NAME, ADDRESS, AND ZIP CODE

EI Number (9 digits) [ ][ ][ ][ ][ ][ ][ ][ ][ ][ ]

c. How many establishments were operated under the EI Number shown in the address label (or as corrected in item 1) at the end of 1982? 079

If more than one, provide the physical location address and other information indicated below for each establishment. Continue with same format in item 15 (or attach a separate sheet) if necessary.

1	NAME, ADDRESS, AND ZIP CODE	1982	Mil.	Thou.	Dol.
		Sales	081		
	KIND OF BUSINESS DESCRIPTION	Annual payroll	082		
	TYPE OF OPERATION	Census use	088		
			089		

2	NAME, ADDRESS, AND ZIP CODE	1982	Mil.	Thou.	Dol.
		Sales	081		
	KIND OF BUSINESS DESCRIPTION	Annual payroll	082		
	TYPE OF OPERATION	Census use	088		
			089		

**Item 15 - REMARKS** - Please use this space for any explanations that may be essential in understanding your reported data.

**Item 16 - CERTIFICATION** - This report is substantially accurate and has been prepared in accordance with instructions.

Period covered by this report	FROM	Mo.	Year	TD	Mo.	Year

Name of person to contact regarding this report - Print or type

Telephone

Area code	Number	Extension

Signature of authorized person

Date



# APPENDIX C.

## Kind-of-Business Titles and Reporting-Form Numbers

Listed below are wholesale kind-of-business titles and their corresponding reporting-form numbers. Requests for copies of any of these forms, including the inquiries used to classify establishments by kind of business, should be directed to the Business Division, Bureau of the Census, Washington, D.C. 20233.

SIC code	Title	Standard form CB-	Classification form CB-	SIC code	Title	Standard form CB-	Classification form CB-
	<b>DURABLE GOODS</b>				<b>NONDURABLE GOODS</b>		
501	Motor vehicles and automotive parts and supplies:			511	Paper and paper products:		
5012	Automobiles and other motor vehicles.....	5001	5099	5111	Printing and writing paper.....	5101	5198
5013	Automotive parts and supplies.....	5001	5099	5112	Stationery supplies.....	5101	5198
5014	Tires and tubes.....	5001	5099	5113	Industrial and personal service paper.....	5101	5198
				512	Drugs, drug proprietaries and druggists' sundries:		
502	Furniture and home furnishings:			5122	Drugs, drug proprietaries, and druggists' sundries.....	5102	5198
5021	Furniture.....	5002	5097				
5023	Home furnishings.....	5002	5097				
503	Lumber and other construction materials:			513	Apparel, piece goods, and notions:		
5031	Lumber, plywood and millwork.....	5003	5097	5133	Piece goods.....	5103	5198
5039	Construction materials, n.e.c.....	5003	5097	5134	Notions and other dry goods.....	5103	5198
				5136	Men's and boys' clothing and furnishings...	5104	5198
				5137	Women's, children's and infants' clothing and accessories.....	5104	5198
504	Sporting, recreational, photographic, and hobby goods, toys and supplies:			5139	Footwear.....	5104	5198
5041	Sporting and recreational goods and supplies.	5004	5099				
5042	Toys and hobby goods and supplies.....	5004	5099				
5043	Photographic equipment and supplies.....	5004	5099	514	Groceries and related products:		
				5141	Groceries, general line.....	5105	5197
				5142	Frozen foods.....	5106	5197
505	Metals and minerals, except petroleum:			5143	Dairy products.....	5106	5197
5051	Metals service centers and offices.....	5005	5099	5144	Poultry and poultry products.....	5106	5197
5052	Coal and other minerals and ores.....	5006	5099	5145	Confectionery.....	5106	5197
				5146	Fish and seafoods.....	5106	5197
				5147	Meat and meat products.....	5106	5197
506	Electrical goods:			5148	Fresh fruits and vegetables.....	5106	5197
5063	Electrical apparatus and equipment.....	5007	5097	5149	Groceries and related products, n.e.c.....	5106	5197
5064	Electrical appliances, TV and radio sets...	5007	5097				
5065	Electronic parts and equipment.....	5007	5097	515	Farm-product raw materials:		
				5152	Cotton.....	5107	5199
507	Hardware, and plumbing and heating equipment and supplies:			5153	Grain.....	5107	5199
5072	Hardware.....	5008	5097	5154	Livestock.....	5107	5199
5074	Plumbing and heating equipment and supplies.	5008	5097	5159	Farm-product raw materials, n.e.c.....	5107	5199
5075	Warm air heating and air conditioning equipment and supplies.....	5008	5097				
5078	Refrigeration equipment and supplies.....	5008	5097	516	Chemicals and allied products:		
				5161	Chemicals and allied products.....	5108	5198
508	Machinery, equipment, and supplies:			517	Petroleum and petroleum products:		
5081	Commercial machines and equipment.....	5009	5098	5171	Petroleum bulk stations and terminals.....	5109	<sup>1</sup> NA
5082	Construction and mining machinery and equipment.....	5010	5098	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals..	5109	5198
5083	Farm and garden machinery and equipment...	5010	5098				
5084	Industrial machinery and equipment.....	5011	5098	518	Beer, wine and distilled alcoholic beverages:		
5085	Industrial supplies.....	5012	5098	5181	Beer and ale.....	5110	5199
5086	Professional equipment and supplies.....	5013	5098	5182	Wines and distilled alcoholic beverages....	5110	5199
5087	Service establishment equipment and supplies.	5014	5098				
5088	Transportation equipment and supplies, except motor vehicles.....	5015	5098	519	Miscellaneous nondurable goods:		
509	Miscellaneous durable goods:			5191	Farm supplies.....	5111	5198
5093	Scrap and waste materials.....	5016	5099	5194	Tobacco and tobacco products.....	5112	5198
5094	Jewelry, watches, diamonds and other precious stones.....	5017	5099	5198	Paints, varnishes, and supplies.....	5113	5198
5099	Durable goods, n.e.c.....	5018	5099	5199	Nondurable goods, n.e.c.....	5114	5198

<sup>1</sup>Petroleum bulk stations and terminals were all sent form CB-5109.



# APPENDIX D.

## Standard Consolidated Statistical Areas and Standard Metropolitan Statistical Areas

[Titles and definitions shown for SCSA's and SMSA's are those established by the Office of Management and Budget, as of January 1982]

### Standard Consolidated Statistical Areas

SCSA and definition

**Boston-Lawrence-Lowell, Mass.-N.H.**  
 Boston, Mass., SMSA  
 Brockton, Mass., SMSA  
 Lawrence-Haverhill, Mass.-N.H., SMSA  
 Lowell, Mass.-N.H., SMSA

### Standard Metropolitan Statistical Areas

SMSA and definition

SMSA and definition

**Lawrence-Haverhill, Mass.-N.H.**  
 Essex County, Mass. (part)  
 Amesbury town, Mass.  
 Andover town, Mass.  
 Georgetown town, Mass.  
 Groveland town, Mass.  
 Haverhill city, Mass.  
 Lawrence city, Mass.  
 Merrimac town, Mass.  
 Methuen town, Mass.  
 North Andover town, Mass.  
 Salisbury town, Mass.  
 West Newbury town, Mass.

Rockingham County, N.H. (part)  
 Atkinson town, N.H.  
 Hampstead town, N.H.  
 Kingston town, N.H.  
 Newton town, N.H.  
 Plaistow town, N.H.  
 Salem town, N.H.  
 Windham town, N.H.

**Lowell, Mass.-N.H.**  
 Middlesex County, Mass. (part)  
 Billerica town, Mass.  
 Chelmsford town, Mass.  
 Dracut town, Mass.  
 Lowell city, Mass.  
 Tewksbury town, Mass.  
 Tyngsborough town, Mass.  
 Westford town, Mass.

Hillsborough County, N.H. (part)  
 Pelham town, N.H.

**Manchester, N.H.**  
 Hillsborough County, N.H. (part)  
 Bedford town, N.H.  
 Goffstown town, N.H.  
 Manchester city, N.H.

Merrimack County, N.H. (part)  
 Allenstown town, N.H.  
 Hooksett town, N.H.  
 Pembroke town, N.H.

**Manchester, N.H.—Con.**  
 Rockingham County, N.H. (part)  
 Derry town, N.H.  
 Londonderry town, N.H.

**Nashua, N.H.**  
 Hillsborough County, N.H. (part)  
 Amherst town, N.H.  
 Hudson town, N.H.  
 Merrimack town, N.H.  
 Milford town, N.H.  
 Nashua city, N.H.

**Portsmouth-Dover-Rochester, N.H.-Maine<sup>1</sup>**  
 York County, Maine (part)  
 Berwick town, Maine  
 Eliot town, Maine  
 Kittery town, Maine  
 South Berwick town, Maine  
 York town, Maine

Rockingham County, N.H. (part)  
 Greenland town, N.H.  
 Hampton town, N.H.  
 New Castle town, N.H.  
 Newfields town, N.H.  
 Newington town, N.H.  
 Newmarket town, N.H.  
 North Hampton town, N.H.  
 Portsmouth city, N.H.  
 Rye town, N.H.

Strafford County, N.H. (part)  
 Barrington town, N.H.  
 Dover city, N.H.  
 Durham town, N.H.  
 Farmington town, N.H.  
 Lee town, N.H.  
 Madbury town, N.H.  
 Rochester city, N.H.  
 Rollinsford town, N.H.  
 Somersworth city, N.H.

<sup>1</sup>New SMSA since 1977 Economic Censuses.



# APPENDIX E.

## Percent of Sales Data Based on Administrative Records and Estimation for the State: 1982

For meaning of abbreviations and symbols, and for more information on reliability of data, see introductory text]

SIC code	Kind of business	Percent of sales † —		SIC code	Kind of business	Percent of sales † —	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>			From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	Wholesale trade .....	0	1	50	Durable goods—Con.		
	Durable goods .....	0	1	509	Miscellaneous durable goods .....	0	1
	Motor vehicles and automotive parts and supplies .....	0	0	5093	Scrap and waste materials .....	1	0
01	Automobiles and other motor vehicles .....	0	0	5094	Jewelry, watches, diamonds and other precious stones .....	2	0
012	Automotive parts and supplies .....	0	0	5099	Durable goods, n.e.c. ....	0	2
013	Tires and tubes .....	0	0				
014				51	Nondurable goods .....	0	0
02	Furniture and home furnishings .....	1	1	511	Paper and paper products .....	0	0
021	Furniture .....	1	1	5111	Printing and writing paper .....	0	1
023	Home furnishings .....	0	0	5112	Stationery supplies .....	0	2
				5113	Industrial and personal service paper .....	0	0
03	Lumber and other construction materials .....	0	0	512	Drugs, drug proprietaries and druggists' sundries .....	(D)	(D)
031	Lumber, plywood and millwork .....	0	0	5122	Drugs, drug proprietaries, and druggists' sundries .....	(D)	(D)
039	Construction materials, n.e.c. ....	0	0	513	Apparel, piece goods, and notions .....	0	0
				5133	Piece goods (woven fabrics) .....	0	0
04	Sporting, recreational, photographic, and hobby goods, toys and supplies .....	0	0	5134	Notions and other dry goods .....	0	0
041	Sporting and recreational goods and supplies .....	0	0	5136	Men's and boys' clothing and furnishings .....	(D)	(D)
042	Toys and hobby goods and supplies .....	(D)	(D)	5137	Women's, children's and infants' clothing and accessories .....	(D)	(D)
043	Photographic equipment and supplies .....	(D)	(D)	5139	Footwear .....	(D)	(D)
05	Metals and minerals, except petroleum .....	0	1	514	Groceries and related products .....	0	0
051	Metals service centers and offices .....	(D)	(D)	5141	Groceries, general line .....	0	0
052	Coal and other minerals and ores .....	(D)	(D)	5142	Frozen foods .....	0	2
				5143	Dairy products .....	0	1
06	Electrical goods .....	0	0	5144	Poultry and poultry products .....	0	0
063	Electrical apparatus and equipment .....	0	0	5145	Confectionery .....	0	3
064	Electrical appliances, television and radio sets .....	3	0	5146	Fish and seafoods .....	0	0
065	Electronic parts and equipment .....	0	0	5147	Meats and meat products .....	0	1
				5148	Fresh fruits and vegetables .....	1	0
07	Hardware, and plumbing and heating equipment and supplies .....	0	1	5149	Groceries and related products, n.e.c. ....	0	0
072	Hardware .....	0	0	515	Farm-product raw materials .....	(D)	(D)
074	Plumbing and heating equipment and supplies (hydronics) .....	0	1	5152	Cotton .....	0	0
075	Warm air heating and air conditioning equipment and supplies .....	0	0	5153	Grain .....	(D)	(D)
078	Refrigeration equipment and supplies .....	0	2	5154	Livestock .....	(D)	(D)
				5159	Farm-product raw materials, n.e.c. ....	0	0
08	Machinery, equipment, and supplies .....	0	3	516	Chemicals and allied products .....	0	0
081	Commercial machines and equipment .....	0	4	5161	Chemicals and allied products .....	0	0
082	Construction and mining machinery and equipment .....	0	0	517	Petroleum and petroleum products .....	0	1
083	Farm and garden machinery and equipment .....	0	0	5171	Petroleum bulk stations and terminals .....	0	2
084	Industrial machinery and equipment .....	0	1	5172	Petroleum and petroleum products, except bulk stations and terminals .....	0	0
085	Industrial supplies .....	0	0	518	Beer, wine and distilled alcoholic beverages .....	1	0
				5181	Beer and ale .....	2	0
086	Professional equipment and supplies .....	0	1	5182	Wines and distilled alcoholic beverages .....	0	0
087	Service establishment equipment and supplies .....	0	0	519	Miscellaneous nondurable goods .....	0	0
088	Transportation equipment and supplies, except motor vehicles .....	0	2	5191	Farm supplies .....	0	1
				5194	Tobacco and tobacco products .....	1	0
				5198	Paints, varnishes, and supplies .....	0	0
				5199	Nondurable goods, n.e.c. ....	0	0

† Coverage symbols: 0—Less than 10 percent; 1—10 to 19 percent; 2—20 to 29 percent; 3—30 to 39 percent; 4—40 to 49 percent; 5—50 to 59 percent; 6—60 to 69 percent; 7—70 to 79 percent; 8—80 to 89 percent; 9—90 percent or more.

<sup>1</sup>Includes sales information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.



## **APPENDIX F. Geographic Notes**

There are no geographic notes for the State of New Hampshire.





# APPENDIX E.

## Percent of Sales Data Based on Administrative Records and Estimation for the State: 1982

[For meaning of abbreviations and symbols, and for more information on reliability of data, see introductory text]

SIC code	Kind of business	Percent of sales † —		SIC code	Kind of business	Percent of sales † —	
		From administrative records <sup>1</sup>	Estimated <sup>2</sup>			From administrative records <sup>1</sup>	Estimated <sup>2</sup>
	Wholesale trade .....	0	1	50	Durable goods—Con.		
50	Durable goods .....	0	1	509	Miscellaneous durable goods .....	0	1
501	Motor vehicles and automotive parts and supplies .....	0	0	5093	Scrap and waste materials .....	1	0
5012	Automobiles and other motor vehicles .....	0	0	5094	Jewelry, watches, diamonds and other precious stones .....	2	0
5013	Automotive parts and supplies .....	0	0	5099	Durable goods, n.e.c. ....	0	2
5014	Tires and tubes .....	0	0	51	Nondurable goods .....	0	0
502	Furniture and home furnishings .....	1	1	511	Paper and paper products .....	0	0
5021	Furniture .....	1	1	5111	Printing and writing paper .....	0	1
5023	Home furnishings .....	0	0	5112	Stationery supplies .....	0	2
503	Lumber and other construction materials .....	0	0	5113	Industrial and personal service paper .....	0	0
5031	Lumber, plywood and millwork .....	0	0	512	Drugs, drug proprietaries and druggists' sundries .....	(D)	(D)
5039	Construction materials, n.e.c. ....	0	0	5122	Drugs, drug proprietaries, and druggists' sundries .....	(D)	(D)
504	Sporting, recreational, photographic, and hobby goods, toys and supplies .....	0	0	513	Apparel, piece goods, and notions .....	0	0
5041	Sporting and recreational goods and supplies .....	0	0	5133	Piece goods (woven fabrics) .....	0	0
5042	Toys and hobby goods and supplies .....	(D)	(D)	5134	Notions and other dry goods .....	0	0
5043	Photographic equipment and supplies .....	(D)	(D)	5136	Men's and boys' clothing and furnishings .....	(D)	(D)
505	Metals and minerals, except petroleum .....	0	1	5137	Women's, children's and infants' clothing and accessories .....	(D)	(D)
5051	Metals service centers and offices .....	(D)	(D)	5139	Footwear .....	(D)	(D)
5052	Coal and other minerals and ores .....	(D)	(D)	514	Groceries and related products .....	0	0
506	Electrical goods .....	0	0	5141	Groceries, general line .....	0	0
5063	Electrical apparatus and equipment .....	0	0	5142	Frozen foods .....	0	2
5064	Electrical appliances, television and radio sets .....	3	0	5143	Dairy products .....	0	1
5065	Electronic parts and equipment .....	0	0	5144	Poultry and poultry products .....	0	0
507	Hardware, and plumbing and heating equipment and supplies .....	0	1	5145	Confectionery .....	0	3
5072	Hardware .....	0	0	5146	Fish and seafoods .....	0	0
5074	Plumbing and heating equipment and supplies (hydronics) .....	0	1	5147	Meats and meat products .....	0	1
5075	Warm air heating and air conditioning equipment and supplies .....	0	0	5148	Fresh fruits and vegetables .....	1	0
5078	Refrigeration equipment and supplies .....	0	2	5149	Groceries and related products, n.e.c. ....	0	0
508	Machinery, equipment, and supplies .....	0	3	515	Farm-product raw materials .....	(D)	(D)
5081	Commercial machines and equipment .....	0	4	5152	Cotton .....	0	0
5082	Construction and mining machinery and equipment .....	0	0	5153	Grain .....	(D)	(D)
5083	Farm and garden machinery and equipment .....	0	0	5154	Livestock .....	(D)	(D)
5084	Industrial machinery and equipment .....	0	1	5159	Farm-product raw materials, n.e.c. ....	0	0
5085	Industrial supplies .....	0	0	516	Chemicals and allied products .....	0	0
5086	Professional equipment and supplies .....	0	1	5161	Chemicals and allied products .....	0	0
5087	Service establishment equipment and supplies .....	0	0	517	Petroleum and petroleum products .....	0	1
5088	Transportation equipment and supplies, except motor vehicles .....	0	2	5171	Petroleum bulk stations and terminals .....	0	2
				5172	Petroleum and petroleum products, except bulk stations and terminals .....	0	0
				518	Beer, wine and distilled alcoholic beverages .....	1	0
				5181	Beer and ale .....	2	0
				5182	Wines and distilled alcoholic beverages .....	0	0
				519	Miscellaneous nondurable goods .....	0	0
				5191	Farm supplies .....	0	1
				5194	Tobacco and tobacco products .....	1	0
				5198	Paints, varnishes, and supplies .....	0	0
				5199	Nondurable goods, n.e.c. ....	0	0

† Coverage symbols: 0—Less than 10 percent; 1—10 to 19 percent; 2—20 to 29 percent; 3—30 to 39 percent; 4—40 to 49 percent; 5—50 to 59 percent; 6—60 to 69 percent; 7—70 to 79 percent; 8—80 to 89 percent; 9—90 percent or more.

<sup>1</sup>Includes sales information obtained from administrative records of other Federal agencies.

<sup>2</sup>Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.



## **APPENDIX F. Geographic Notes**

There are no geographic notes for the State of New Hampshire.



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# PUBLICATION PROGRAM

## 1982 CENSUS OF WHOLESALE TRADE

Publications of the 1982 Census of Wholesale Trade, containing data on wholesale trade establishments with payroll in the United States, are described below. Publications order forms for the specific reports may be obtained from any Department of Commerce district office or from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, D.C. 20233. The first results were issued in preliminary reports. Final detailed statistics are issued in separate paperbound reports, which subsequently are assembled and reissued in clothbound volumes.

### Final Reports

#### Geographic area series—52 reports (WC82-A-1 to -52)

A separate paperbound report is being published for each State, the District of Columbia, and the United States. Each report presents general statistics on number of establishments, sales, payroll, employment, operating expenses, and inventories, for all wholesale establishments. At the State level, data also are presented separately for the following types of wholesale operation: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, and commission merchants. Less type-of-operation detail is shown below the State level. For States, SMSA's, counties, and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail). For each State, the District of Columbia, and the United States, 1982 data are provided on sales and employees per establishment, sales and payroll per employee, payroll as a percent of operating expenses, and operating expenses and end-of-year inventories as percentages of sales. Comparative statistics showing percent changes in sales and payroll between 1977 and 1982 also are shown.

#### Industry series—4 reports (WC82-I-1 to -4)

The first report (WC82-I-1) presents data based on size of establishment, size of company or firm (firm size is based on all establishments operated by a firm within the same kind of business or kind-of-business group for which data are presented), and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms, by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, and employment for the United States.

A report (WC82-I-2) on measures of value produced, capital expenditures, depreciable assets, and operating expenses presents data for the United States by major kinds of business. Data also are provided on sales, purchases, and beginning and ending inventories. Measures of value produced include gross margin, value added, and net income produced at market prices and factor costs. Operating expenses include annual payroll, supplemental labor costs, purchased services, etc.

The commodity line sales report (WC82-I-3) presents data on major categories of commodities sold by wholesale kinds of business for the United States. Data for 15 selected SMSA's and 15 selected States will be issued on microfiche only. Tables present data for each kind of business, and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and, for establishments actually handling a specific line, the percentage of their total sales represented by sales of that line. Summary statistics also are provided for the 129 broad commodity lines categories, including counts of establishments and the amount and percent of the line sold by various kinds of wholesale businesses.

A miscellaneous subjects report (WC82-I-4) contains data by kind of business on employment by principal activity, sales by class of customer, inventory valuation methods, commissions and gross selling value of business conducted for others by agents and brokers, and on petroleum bulk stations and terminals. Data are presented for the United States as a whole and, for petroleum bulk stations and terminals, for States and counties.

### Final Report Volumes

- Volume I. Wholesale Trade—Summary and Industry Statistics. Includes data previously issued in series WC82-I.
- Volume II. Wholesale Trade—Geographic Area Statistics. Includes data previously issued in series WC82-A.

### Microfiche

Every final report in the 1982 Census of Wholesale Trade will be available on microfiche.

### Public-Use Computer Tapes

Selected data—generally detailed information by industry and/or geographic area—also are available on public-use computer tapes. For the selected data, these tapes will provide the same information found in the final reports. Public-use computer tapes are available for users who wish to summarize, rearrange, or process large amounts of data. These tapes, with corresponding technical documentation, are sold by Data User Services Division Customer Services (Tapes), Bureau of the Census, Washington, D. C. 20233.

## OTHER ECONOMIC CENSUS REPORTS

Data on retail trade, service industries, construction industries, manufactures, mineral industries, transportation, enterprise statistics, minority-owned business enterprises, and women-owned businesses also are available from the 1982 Economic Censuses. A separate series of reports covers the censuses of outlying areas—Puerto Rico, Virgin Islands of the United States, Guam, and the Northern Marianas. Separate announcements describing these reports are available free of charge from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, D.C. 20233.

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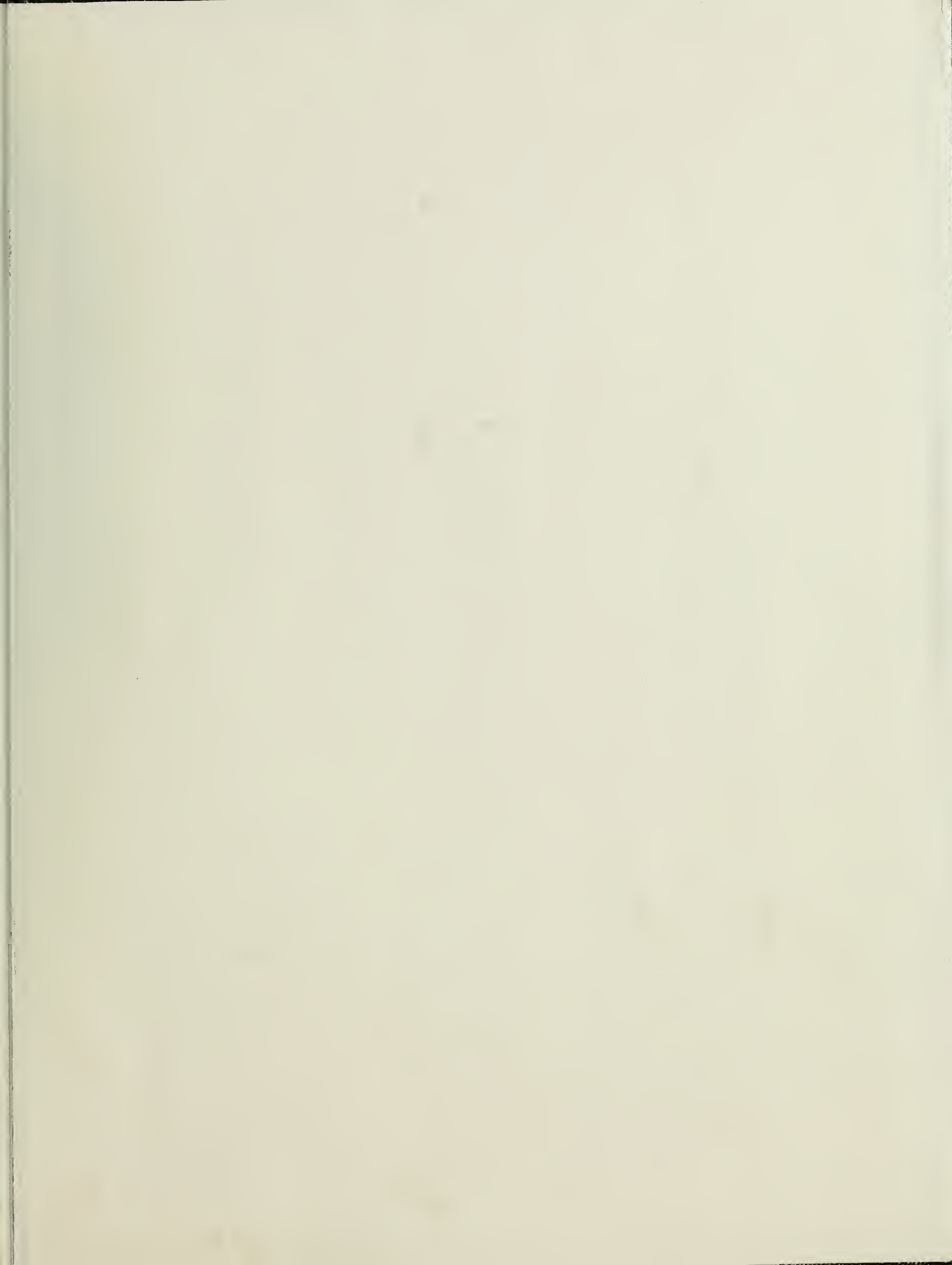
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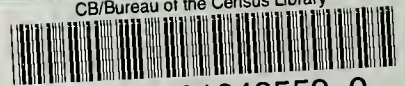








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